



Total Commerce Accelerator: Configure, Price, Quote + OMS

It's the rapid, low-risk way to jumpstart your CPQ + OMS implementation. With it, you'll soon be structuring forecasted revenue between Sales and Finance, while automating and improving your post-purchase customer experience.

Eliminate sales and order management friction by automating your quote to order process.

With Total Commerce Accelerator: CPQ + OMS validated sales information is properly transitioned to your ERP from every order source. By designing an efficient quoting process and properly structuring the quote to order conversion process, you will be able to have full visibility to order status within Salesforce. Enable a transparent, real-time view for each transaction at every stage of the order process and extend this data through Salesforce, Partner Portals Commerce sites for personalized experiences in any channel.

Overcome pain points.

- Inaccurate, manual forecasts and lack of controls
- Countless versions of pricing calculators
- Friction from manual or ignored approval processes
- Buried contract details slowing down upsells and renewals
- Lack of real-time order visibility from ERP(s) in Salesforce

Work smarter with customers.

- Determine problematic data models
- Define UI/UX for seamless user flow
- Identify automation to fuel your solution
- Design master data frameworks for single source of truth
- Derisk implementation with predefined scope and fixed pricing

Reach your future-state faster.

- Accelerate deals and improve controls
- Reduce friction with automated approvals workflow
- Retain and grow loyal customers
- Track and improve real-time order visibility at every stage
- Pre-built workflows and frameworks for Salesforce CPQ + OMS



Project Cost

\$348,000



Project Time

18 weeks

Why Pierce Washington? We transform how you connect to customers by going beyond quote-to-cash and specializing in making the complex, simple. Tailoring each transformation to fit your business.



Advisory Services



Configure Price Quote



E-commerce



Subscription Billing



Enterprise Intergration



Managed Services