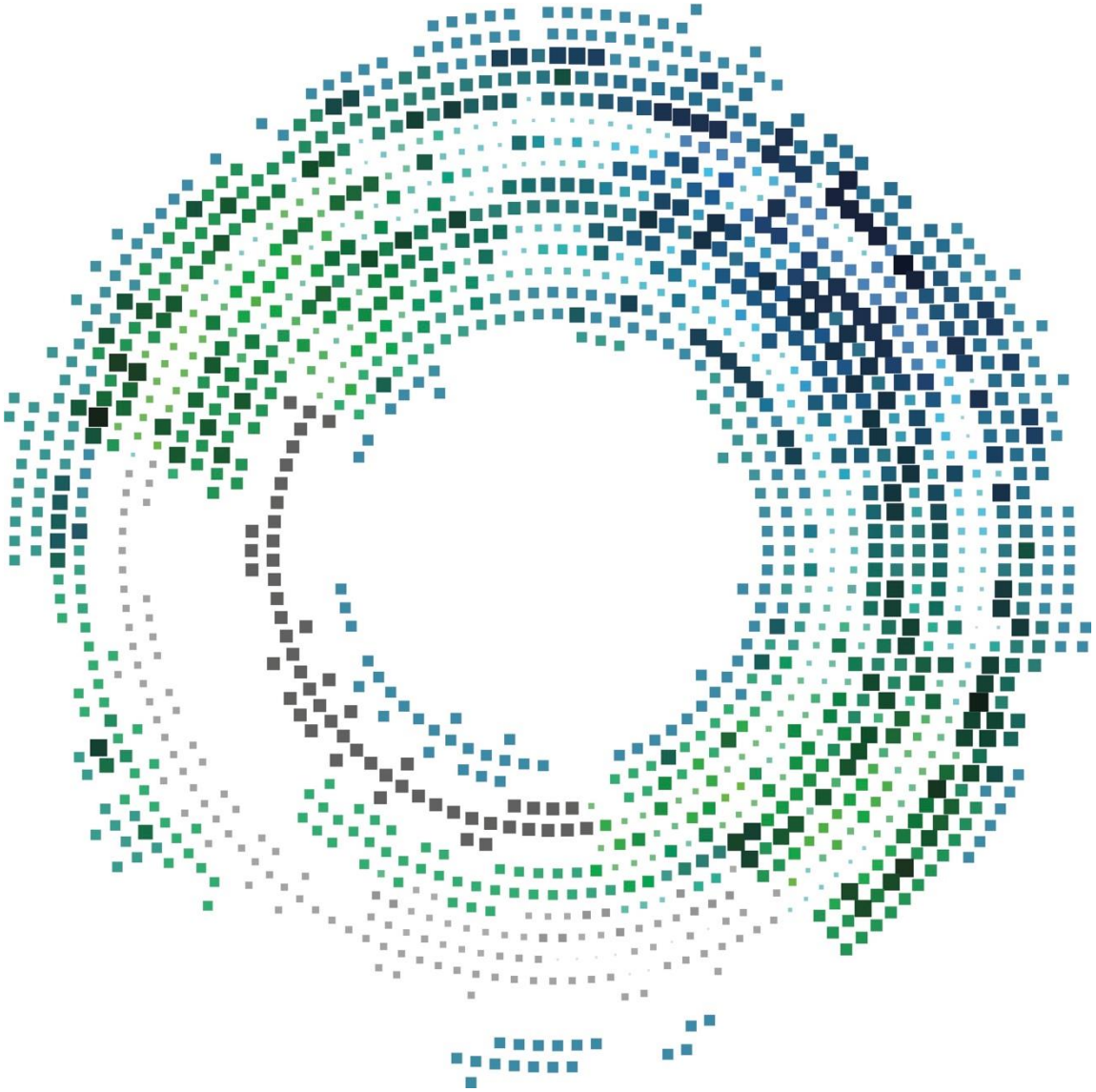
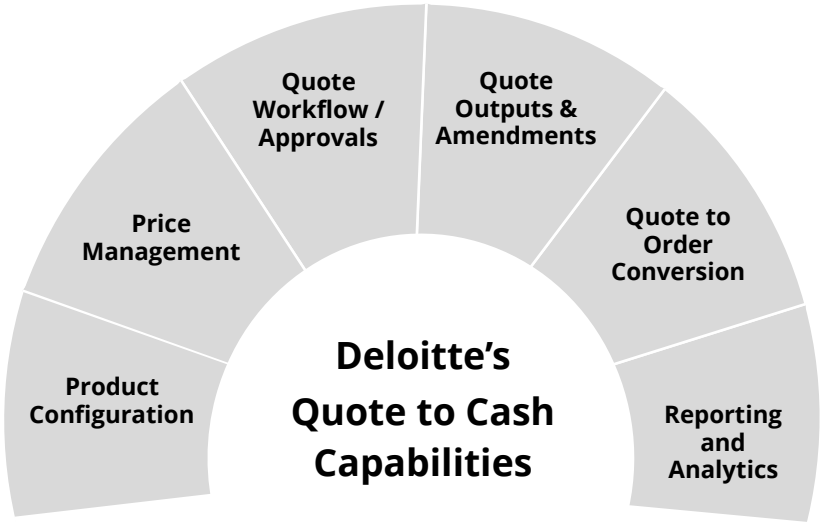
Deloitte.
Digital



Quote to Cash

Deloitte Digital Quote to Cash

Even in this digital age, many companies struggle to respond to a customer's request to configure products dynamically, price accurately and generate a quote quickly.



Sales organizations may lose revenue as they struggle to understand customers' installed assets, apply appropriate discounts or premiums, speed through internal approvals, and present a customer friendly quote

We can help:

Revenue Growth

- Increase revenue by enabling product recommendation, guided selling, cross-selling and up-selling capabilities for sales
- Enable automatic renewals and add-on opportunities based on installed products and services

Sales Efficiency

- Enable low-touch sales process including approvals
- Improve collaboration between sales teams
- Improve forecast accuracy

Revenue Recognition Compliance

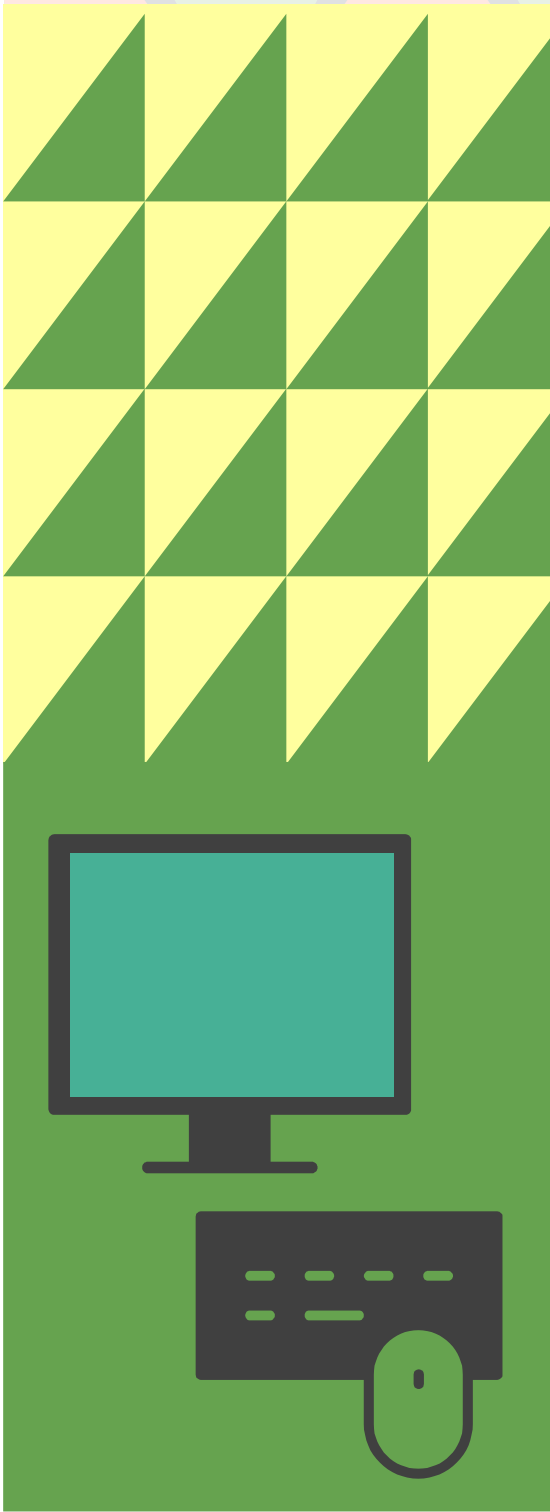
- Reduce revenue leakage with better compliance, data integrity and consistency of Rev Rec process
- Enable real-time automation of mid-cycle changes to contracts and asset updates to ease compliance with regulations like ASC 606/ IFRS 15

Data Consistency and Data Integrity

- Allow automated data transfer between systems
- Prevent manual data translation between disparate systems for quoting, billing and invoicing
- Generate insights and analytics based on consistent data

Customer Experience and Retention

- Improve customer experience by focusing on faster turn-around time, data accuracy, and consistency within customer-facing processes



Where we operate

Deloitte quote to cash teams have experience operating in various industries by solving key industry-specific issues

We have helped implement processes across industries that provide capabilities to support a diverse set of product portfolios, complex offerings with multiple features and dynamic pricing structures.

A list of sample industry issues addressed by our teams:

Technology, Media and Telecommunications

Reduced complexities in quoting arising from perpetual, subscription, and usage-based products

Implemented consistent processes and tools for direct and indirect sales channels

Optimized quoting and pricing for renewal of term licenses, software subscriptions and support

Consumer and Industrial Products

Increased accuracy of scheduled delivery timelines with integrated engineer-to-order solution

Standardized cost information and enabled capabilities to perform profitability analysis

Reduced complexity and errors when sales team uses engineering bill of materials

Life Sciences and Healthcare

Simplified configuration for devices, test kits, and outcome-based solutions along with the overall pricing and profitability analysis

Enhanced sales reps' ability to create personalized quotations for different customer segments tailored for different regions

Developed risk- based platforms and processes for the commercial business to prevent FDA violations

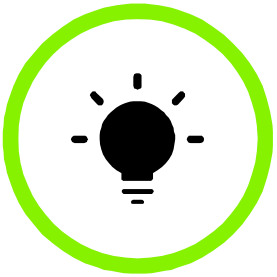
Insurance and Financial Services

Improved risk management by streamlining data collection and reducing operational costs related to claims

Reduced product development cycle times so that insurers can introduce products to market faster

Streamlined processes for amendments to products and services to allow addition of features to existing policies

Who we team up with



Innovative solutions

We work closely with our alliances to provide innovative solutions and platforms to address your business needs

We collaborate extensively with our alliances. By combining our business experience with their product experience, we can help solve your business issues.

APTTUS

ORACLE
CONFIGURE, PRICE, AND QUOTE

salesforce CPQ

SAP CallidusCloud

zuora

Why Deloitte Digital

Scale your business with year over year growth

Create Integrated market offerings with existing product portfolios

Increase deal size and success rate

We bring a diverse and global team which understands local statutory requirements

We combine leading strategy and technology practices to bring bold yet practical thinking

We have deep industry experience that we leverage to address your business needs

We have a successful track record of quote to cash implementations

Get in touch

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