



RevCloud in a Box

RevCloud in a Box is a comprehensive solution designed to streamline and automate the lead to invoice generation processes, from product setup and quote configuration through to order fulfillment and asset management. Built on top of Salesforce Revenue Cloud, it leverages pre-configured business processes to efficiently manage new business and ramp deals, simplify renewals and manage streamline approvals based on business criteria.

FEATURES

Product Catalog Management

Enhanced UI allows for simple product management and categorizations. Intuitively and flexibly setup complex product and pricing scenarios such as multiple selling models, variable attributes, product categories and nested bundles

Quote Configuration

Streamlined Quoting processes empowers reps to easily manage complex scenarios via the Quote Configurator. Additionally, the improved UI for quoting provides reps with a user friendly, cart-like, experience to enable easier configuration of product components, bundles and attributes

Amendments & Cancellations

Enable reps to easily make changes to existing orders, including changes in quantity, adding new products, or canceling subscriptions. Automatically track the changes made via amendment Opportunities and Quotes, as well as tracking specific changes made to each product

Advance Approvals

Facilitate streamlined approval workflows with features like serial and parallel approvals, recall of approvals, and reassignment capabilities, enabling sales teams to expedite deal approvals, maintain compliance, and improve operational efficiency.

Ramp Deals

Offer flexibility to structure deals with adjustable terms and payments, allowing sales teams to seamlessly manage multi-stage deals, optimize revenue realization, and enhance customer satisfaction.

Invoicing and Credit Memos

Automate billing processes and generate accurate invoices with ease, enabling efficient revenue collection, reducing errors, and improving customer satisfaction.

BENEFITS



Intuitive User Experience: Reimagined UI simplifies data creation and reduces clickthrough for reps during quoting process



Higher Customer Retention: Manage renewals proactively, reducing churn risk and increasing customer retention



Faster Sales Cycle: Seamlessly manage the lifecycle of each step of the sales cycle on a single platform to ensure efficient and connected processes from lead through to order



Streamlined Product Master: Efficiently manage a diverse range of products with a configurable and flexible catalogue that minimizes number of SKUs needed



Revenue Recognition: Automate invoicing, manage payment schedules, and align revenue recognition, thereby enhancing financial reporting and compliance.

CONTACT

Chris Hane
Rev Cloud Practice Lead
Deloitte US
chane@deloitte.com

Shaq Basar
Product Manager
Deloitte US
shbasar@deloitte.com

Jaikrishna Swaminathan
Product Owner
Deloitte US
jswaminathan@deloitte.com

Nagendra
Asset Manager
Deloitte USI
nnidavadolu@deloitte.com



As used in this document, "Deloitte" means Deloitte Consulting LLP, a subsidiary of Deloitte LLP. Please see www.deloitte.com/us/about for a detailed description of our legal structure. Certain services may not be available to attest clients under the rules and regulations of public accounting.

This presentation contains general information only and Deloitte is not, by means of this presentation, rendering accounting, business, financial, investment, legal, tax, or other professional advice or services. This presentation is not a substitute for such professional advice or services, nor should it be used as a basis for any decision or action that may affect your business. Before making any decision or taking any action that may affect your business, you should consult a qualified professional advisor.

Deloitte shall not be responsible for any loss sustained by any person who relies on this presentation.