BlueprintCPQ
Configure · Price · Quote

How complexity creeps up on a service organisation that only sells time!

When you only sell time it should be simple...

...to deliver management reporting and rapidly produce error-free quotes. But complexity is often stealthy. This is how we stopped complexity in its tracks to transform efficiency across the sales function for a client selling its services.

The Problem

133 Product Types

⚑ **180** Countries   📅 **2** Units of days

📋 **2** Type of days   ★ **2** Rates   💰 **28** Currencies

The Organisation needed to report on each of the above variables

=5,362,560

Part Codes to maintain

The Solution

133 Configured Item Types

1. Automatically build meaningful descriptions
2. Store the details as meta-data for analysis
3. Apply intelligent pricing rules

=798 Part Codes to maintain

Impractical to maintain millions of part codes!

Simplify codes with intelligent software

How did this happen?

1. Management required ability to report on each element
2. Customers needed clarity on the services being proposed
3. As more commercial considerations were required (e.g. adding a new price point) led to the creation of many more product codes
4. Each incremental change slowly added to the complexity until relatively minor changes would add exponentially to the problem

Simplifying code structure; using intelligent software to automatically calculate prices, build full codes for reporting, construct meaningful descriptions of the service; and incorporating metadata, provides management with a more granular view.

Effects on the organisation Before

After

1. Many Part Codes only created when asked for
2. Slowed productivity of sales consultants
3. Flexibility of organisation to bring new services to market was restricted

For example; Adding just more more rate creates a need for

=2,681,280

additional part codes

1. **Simplified administration** Only need to manage 798 codes
2. **Increased sales productivity** Quotes in minutes not weeks
3. **Respond to market conditions** First to market with new services
4. **Detailed management reporting**

Reporting on **40M+** product combinations

What BlueprintCPQ can do for you?

If you suspect complexity may be creeping up on your business - contact us today for a confidential assessment.