



QUOTE TO CASH THE ACCENTURE WAY

VIDEO TRANSCRIPT

Strategic Pricing
Configured product and quoting
Contract life-cycle management
Billing and revenue recognition

All streamlining to allow you to focus on what matters: **selling**.

Realize benefits sooner. Sell > More. Better. Faster.

- Sell more
 - 13% increase in quote volume
 - 2% higher deal margin
 - 2X larger average deal size
- Sell better
 - 26% more sales representatives achieving quota
 - 55% improved compliance
 - 9% increase in opportunity win rate
- Sell faster
 - Reduce quote turnaround time by 25%
 - Reduce quote interactions by 35%
 - Sales cycle shortened by 28%

Our **integrated, cohesive and agile** approach delivers: complex **pricing and quoting** across your CRM and ERP

- Dedicated QTC COEs
- Proprietary methodology
- Domain and application expertise
- Global presence

Global presence 360+ certifications across leading QTC technologies.

Accenture is answering real QTC challenges for clients with:

- Deep industry and domain knowledge
- Technology and solution experts
- Proven and agile methodology

Reach out to us to understand how we can help **you**.

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