Appian for Configure, Price, Quote

Automate CPQ processes for growth.

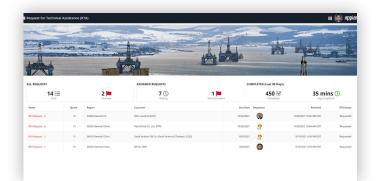## Challenges sellers face to quote complex and configurable products.

Many sales teams spend too much time on non-selling activities, like data entry, proposal writing, and getting approvals—and they often manage these activities with manual spreadsheets. Because everything is so manual, processes are scattered and it's hard to identify bottlenecks and inefficiencies. Sales teams commonly complain that legacy systems are clunky and slow and it takes forever to get a quote out. There is a better way.

Use the Appian Low-Code Platform to discover, design, and automate your configure, price, quote (CPQ) workflows. Create a system that integrates with legacy technologies and aligns with the quote creation process, so there's no need for additional training. With the Appian platform, you'll improve efficiency in generating sales quotes, quickly roll out changes to price and SKUs, increase visibility into approvals, accelerate turnaround times for legal, and streamline integration with your ERP system.
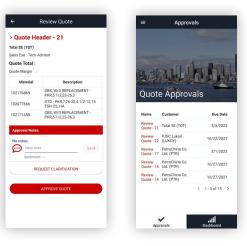
Unlike many COTS solutions that are rigid and constraining, the Appian platform is highly flexible and adaptable. With Appian, you have the flexibility to create templates from previous quotes, search for quotes with the same line items, and start with your product list instead of the quote header. And Appian easily integrates with your existing processes and systems, including those for generating POs and invoices.

Gain a 360-degree view of quotes across your enterprise with the management dashboard.

Rapidly automate technical assistance when a quote requires it.

Optimize your most complex processes and deliver applications that are ready to run on any mobile device. Managers can approve from anywhere.

Why choose Appian for your CPQ platform?

Discover. Discover bottlenecks in your workflows easily with process mining. Optimize them from within a unified platform.

Design. Design and build automatically mobile-ready apps 10x faster with visual development.

Automate. Automate and assign tasks to digital workers with native RPA, AI, smart services, intelligent document processing, and business rules.

Low-code data. Access and orchestrate data from anywhere, migration optional. Integrate data without coding.

Leading organizations trust Appian for CPQ solutions.

An elevator manufacturer accelerated turnaround time for quotes and improved auditability and their ability to efficiently manage requests.

Business outcome: Global usage enabled in 80 countries and can now manage more requests with the same amount of resources.

A major technology manufacturer improved customer order management with an application that gives the customer service team a unified view of customer orders and proactively communicates order status.

Business outcome: Improved speed and quality of order inquiry resolution.

A major transportation and logistics company delivered a unified environment where client master data is closely coupled with the core system (FIS) and is foundational for managing customer interactions, opportunities, customer pricing/master service agreements, and reporting.

Business outcome: Holistic view of all key information related to customers, contacts, prospects, client communications, and sales activities based on reporting structure.

Flowserve is one of the world's leading industrial pump and valve manufacturers. Flowserve uses Appian to configure, price and generate quotes for their aftermarket business unit. Appian provides them with a single, easy-to-use interface to manage, escalate, and resolve disputes.

Business outcome: Flowserve was able to standardize the repair quote process globally and also reduce the pump repair quote cycle time by 50% by using the Appian platform.

Learn more at **appian.com**

Contact us at **info@appian.com**