MAINSPRING'S
CONFIGURE, PRICE, QUOTE (CPQ) SERVICES

EMPOWER YOUR BUSINESS TO ACHIEVE MORE

EFFICIENCY: Reducing cycle times, eliminating errors, and increasing sales velocity.

REVENUE OPTIMIZATION: Managing renewals, rebates, and complex pricing structures for faster recognition.

INSIGHTFUL DECISION-MAKING: Leverage predictive insights and automation for actionable intelligence.

STREAMLINED PROCESSES: Simplifying sales funnels and improving customer experience

WHY MAINSPRING?

Selling the right products, at the right time, while ensuring consistent discounting and pricing per quote, leads to happier customers and easier operations.

Mainspring, an Epic company, specializes in CPQ services designed to streamline your sales processes, enhance efficiency, and align with your business priorities. We leverage best-of-breed technology to transform your Quote-to-Contract processes and deliver real-time insights and actionable intelligence.

SUCCESS STORY: RED HAT

When Red Hat adopted Mainspring's digital business strategy, it experienced a significant transformation in its Quote-to-Cash processes. Our CPQ Services provided real-time visibility into revenue performance and risk factors, resulting in:

- Streamlined sales and support processes
- Greater deal flow for standard and non-standard requests
- Faster response times and increased upsell opportunities
- Reduction in configuration and pricing errors

OUR SERVICES

Health Check - A Wellness Assessment of your existing CPQ configuration to help unlock more value out of your current system.

Strategy & Planning - Helping clients assess, plan and deploy CPQ capabilities quickly and successfully.

Design & Implementation - Providing a holistic approach to business transformation and the people, processes, technologies and data it impacts, while deploying in ways that have longevity and stickiness for maximum business impact.

System Integrations - Mainspring has experienced system integrators that can handle any up or downstream system, for example Salesforce, SAP Ariba, Oracle, DocuSign, Zilliant.

Training and Support - We provide comprehensive training for your staff, empowering them to make the most of their CPQ tools. Our support team is available to address any issues and ensure a seamless experience.

Contract Data Extraction/Migration - Conduct fast and accurate data analysis. Common data objects we migrate include assets, quotes, orders and contract pricing.

On-demand CPQ Admins - We provide system administrator support for existing deployments while providing minor enhancements based on end user feedback and client priorities.