



# Capgemini Fast CPQ for SAP Customer Experience solutions

Accelerate the sales process and deliver B2B self-service at scale

Fast CPQ for SAP Customer Experience is a groundbreaking solution specifically developed by Capgemini for quickly and efficiently transforming your CPQ processes while mitigating complexity and integration expenditures. The solution empowers experiences that offer buyers intuitive self-service capabilities, drive sales organizational efficiencies, and deliver agility and value to the C-suite.

Designed with specific industry needs in mind, the Fast CPQ for SAP Customer Experience solution leverages Capgemini's rich SAP expertise, streamlined processes, and field-tested methodologies to deliver solutions customized to your business. Fully integrated data flows between SAP Commerce Cloud, CPQ, and SAP S/4HANA to enable seamless configuration and quoting experiences that take advantage of the massive opportunities that digital B2B commerce offers.

Fast CPQ for SAP Customer Experience solutions drives efficiencies through its programmatic approach, but it is also flexible enough to support unique industry needs and solve a variety of digital use cases.

### Features

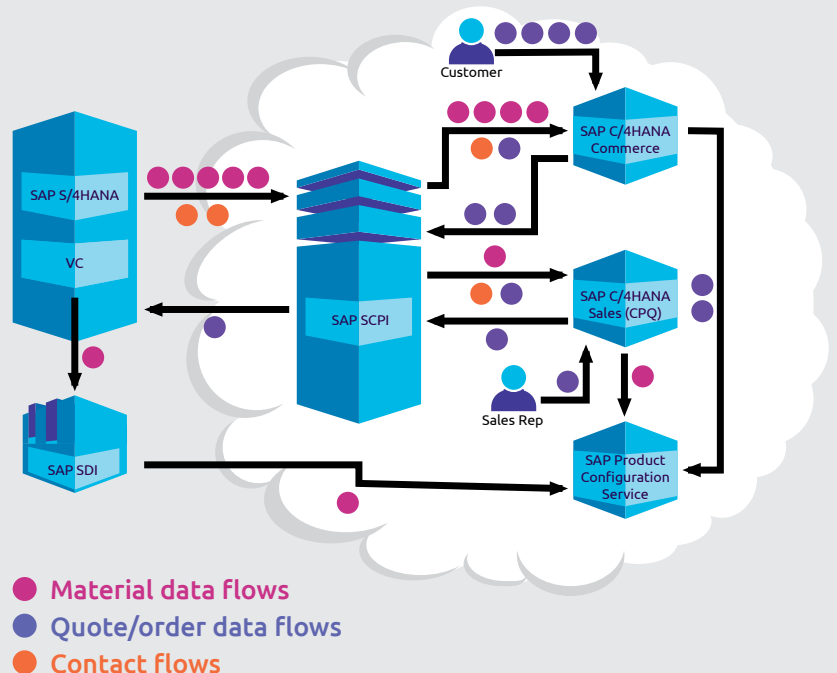
- Streamlined sales processes
- Accelerated quote generation
- Total self-service capabilities via an SAP Commerce Cloud portal
- Fully integrated data flows between SAP CPQ, SAP Commerce Cloud, and SAP S/4HANA
- Complete configuration capabilities through SAP ECC Variant Configurator data
- Quick and seamless master-data replication
- Scalable configuration engine
- Optionally manage and improve user experience through SAP Qualtrics

## Value drivers

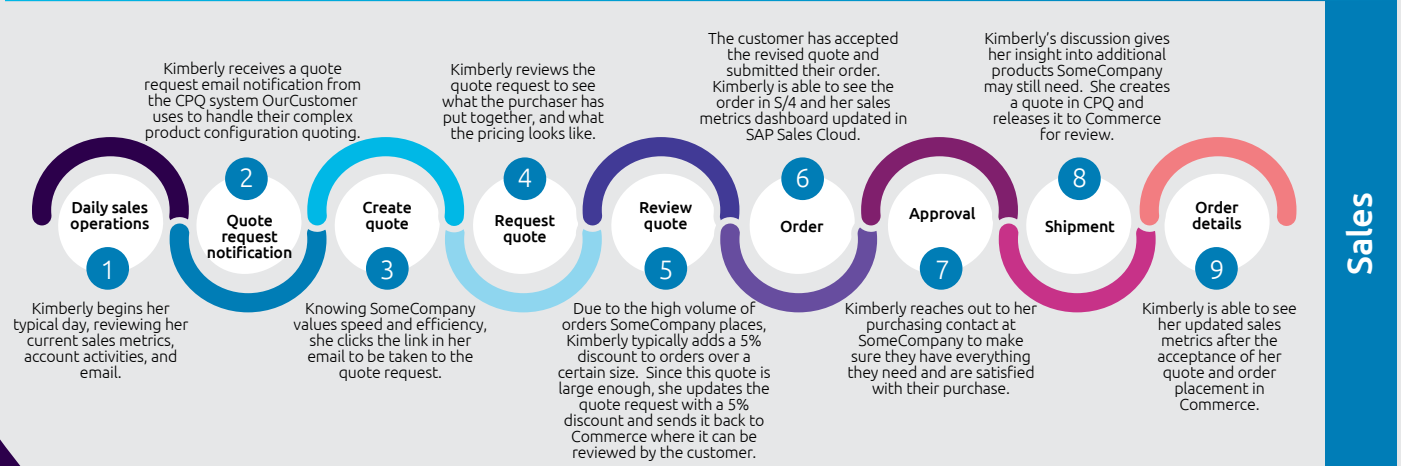
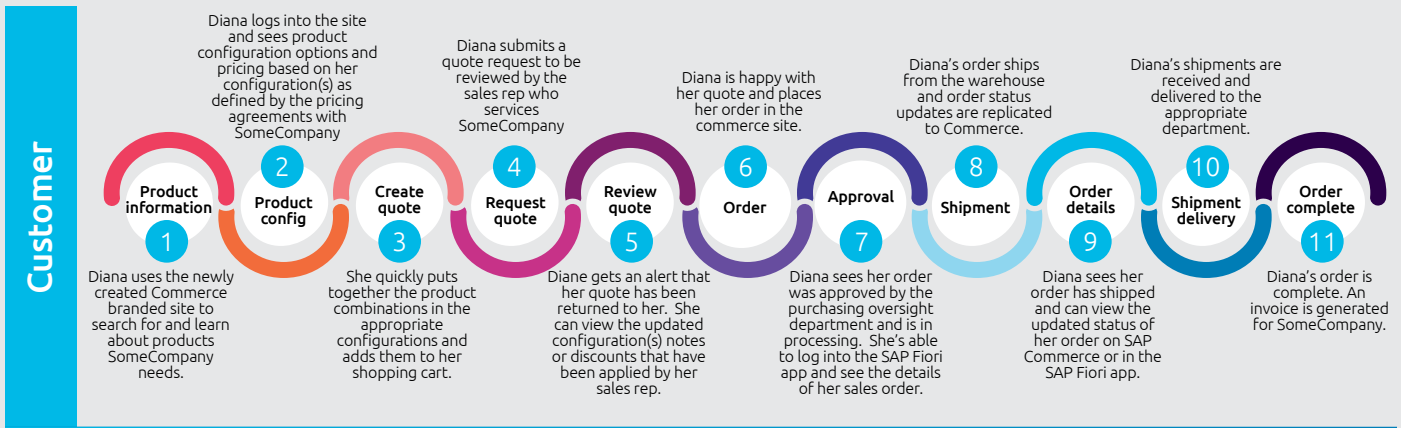
- Speed to market
- Self-service capabilities
- Real-time quoting and approval
- Time and cost savings

## Sectors

- Manufacturing
- Automotive
- Life sciences



# Solution user journeys



## About Capgemini

Capgemini is a global leader in consulting, digital transformation, technology and engineering services. The Group is at the forefront of innovation to address the entire breadth of clients' opportunities in the evolving world of cloud, digital and platforms. Building on its strong 50-year+ heritage and deep industry-specific expertise, Capgemini enables organizations to realize their business ambitions through an array of services from strategy to operations. Capgemini is driven by the conviction that the business value of technology comes from and through people. Today, it is a multicultural company of 270,000 team members in almost 50 countries. With Altran, the Group reported 2019 combined revenues of \$18.5 billion.

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[www.capgemini.com](http://www.capgemini.com)

Note: current conversion is €1 to \$1.09 (4/1/20)

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**People matter, results count.**

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