



SALES

Birlasoft CXSPRINT Sales
Rapid Implementation Services for SAP® Sales Cloud

Certain Outcomes in Uncertain Times



40% - 60%
Reduction in
Implementation Time



100%
Remote
Delivery Model



50%
Reduction in
Project Costs

Speed to Value with Maximum Impact in Minimal Time

Birlasoft's **CXSPRINT** is a low cost rapid implementation approach designed to reduce cost, accelerate speed to value and minimizing risk, across SAP's Customer Experience solutions with multiple pre-built features and integration.

CXSPRINT Sales gives organizations the ability to deploy the fully integrated version of SAP's Sales Cloud for as little as one third the implementation cost of the full SAP Launch approach.

Start at your own pace with a pre-configured "Out-of-the-Box" solution designed to keep the scope simple. **CXSPRINT** lets you build and extend "As-you Go" to fit your business needs.

SAP Sales Cloud Deployment Comparison

TRADITIONAL APPROACH	CX SALES SPRINT
Costly with expensive change requests	Fixed fee engagement
Deployment timeframe: typically 4 to 6 months	Ready to Deploy with ECC or S/4 HANA integration in 12 weeks
User Adoption is time consuming	User Adoption enabled and supported by machine learning
Complexity drives reliance on SI for future enhancements	System training and functional documentation included

KEY FEATURES



State-of-the-art ease of use



Automatic scoring of Leads and Opportunities



Scalable to support Global sales

DIFFERENTIATORS



Proven implementation methodology



Industry expertise and solutions



Quick Enablement

BENEFITS



Significant cost reduction



Data Security with SAP Sales cloud



Increased Sales effectiveness/productivity

Pre-Defined Solutions for CXSPRINT Sales



Budget: Fixed Price, Fixed Scope

Timeline: Fully Operational in **10 weeks** plus 2 weeks of Hypercare

Approach: Best Practice SAP® Methodology leveraging Birlasoft’s Unique Tools and Accelerators

SAP CX Sales Bundle			
Account and Contact Management	Product Management	Outlook and Excel Integration	ECC/S4 HANA Integration
Offline Mobility	Email Management	Mobile, centralized access	User/Account Management
Pipeline Management	Social/Team Selling	Territory Management	200+ Reports and Dashboards
Activity Management	Survey Management	Campaign Management	Personalize Email Campaigns
Quotation and Order Management	Real time Pricing from ECC / S4 HANA	Opportunity Management	Guidance to Sales team by Explanation Feature

What’s Included

- Offline and Online Mobile Enabled Solution
- Device-agnostic user experience
- Native Client based Outlook and Excel integration
- 10 Notification and Email templates
- Standard Approval and Workflow process

- Integration with SAP S4 HANA or ECC for Accounts, Materials, Pricing, Inventory and Employees
- 20 Sales Users and their Territories
- User-friendly interface
- Leads, Activities, Opportunities, Quotes and Orders
- Standard Reports and Dashboards

- Solution testing for quality/regression/performance testing
- CXSPRINT HyperCare warranty support – 10 days post-launch included
- Technical specification and training documentation
- Optional: Birlasoft CX SmartAMS for maintenance, enhancements and optimization (addl cost)

Drive Sales Performance & Revenues



www.cott.com

Cott Beverage is one of the world's largest producers of beverages, and has one of the broadest home and office bottled water and office coffee service distribution networks in the United States.

Birlasoft implemented **SAP Sales Cloud** for Cott's Field Sales team, providing a 360 degree customer view and collaboration with the SAP Suite on HANA.

Woodgrain is one of the largest millwork operations in the world. They manufacture high quality wood moldings, doors, and windows.

Birlasoft enabled Sales Representatives with year-over-year engagement data, quoting integrated with SAP ECC pricing and improved forecasting.



www.woodgrain.com



www.esi.com

Electro Scientific Industries, Inc. (ESI) is a developer and supplier of photonic and laser systems for microelectronics manufacturers.

Birlasoft integrated sales and service operations with their back-office SAP ERP. We streamlined their lead generation and conversion process, provided end to end visibility and control over the Sales cycle and pipeline.

How to Get Started

Connect with your Birlasoft CX Expert for a free Pre-Assessment on the project scope or contact:

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Why Birlasoft?

Birlasoft combines the power of domain, enterprise, and digital technologies to reimagine business processes for customers and their ecosystems.

10,000+ Employees
Globally



Development Centers – India (4)
USA (1) | Operations Centers –
Brazil and UK



5 Continents | 14 offices
| 27 countries



2000+ Consultants
World-Wide



True Digital
Expertise



Industry and Analyst
Recognized



Forming a leading \$500M publicly listed Enterprise Digital and IT Services company
Part of the 158 Year CK Birla Group | \$2B Conglomerate



RESOURCES

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Enterprise to the Power of Digital™

Birlasoft combines the power of domain, enterprise and digital technologies to reimagine business processes for customers and their ecosystem. Its consultative and design thinking approach makes societies more productive by helping customers run businesses. As part of the multibillion-dollar diversified The CK Birla Group, Birlasoft with its 10,000 engineers, is committed to continuing our 158-year heritage of building sustainable communities.