

Birlasoft CXSPRINT Sales

SAP qualified partner-packaged solution 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	CXSPRINT Sales Cloud
Costly with expensive change requests	Fixed fee engagement
Deployment timeframe: typically, 4 to 6 months	Ready to Deploy with SAP ECC or SAP S/4HANA integration in 12 weeks
User Adoption is time consuming	User Adoption enabled
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: Implementation** Price 22.5 Lakh INR onwards,
- License** Price 7.5 Lakh INR per Year for 10 user of SAP Sales Cloud and SAP Integration Suite (Price based on 3 Year contract)
- Timeline** Fully Operational in **10 weeks** plus 2 weeks Hypercare
- Approach:** Birlasoft's CXSPRINT Implementation Best Practices using Unique Tools and Accelerators

SAP Sales Cloud Features

Account and Contact Management	Product Management	Outlook and Excel Integration	SAP ECC or SAP S/4HANA Standard Integration
Offline Mobility	Email Management	Mobile, centralized access	User/Account Management
Pipeline Management	Social/Team Selling	Territory Management	50 Standard Reports and Dashboards
Activity Management	Survey Management	Campaign Management	Personalize Email Campaigns
Quotation and Order Management	Real time Pricing from SAP ECC or SAPS/4HANA	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
- Standard Sales Quote and Order Limited to 1 each

- Integration with SAP S/4HANA or SAP ECC for Accounts, Materials, Pricing, Inventory and Employees
- 10 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 – 2 weeks post-launch included
- Technical specification and training documentation
- Optional: Birlasoft CX SmartAMS for maintenance, enhancements and optimization (addl cost)

The Birlasoft Difference

100+ CX projects and Counting	200+ Consultants Worldwide	SAP S/4HANA and ECC End-to-End Integration	Proven Results with Deep UX/UI Domain Expertise	25 Year Footprint Across the SAP Landscape
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How to Get Started

Connect with your Birlasoft CX Expert for a free Pre-Assessment on the project scope or contact at: CXSPRINT@birlasoft.com



RESOURCES

CXSPRINT@birlasoft.com | birlasoft.com

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.