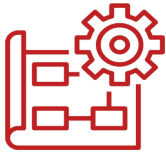




**SALES**

**Birlasoft CXSPRINT Sales Qualified  
Partner-Packaged 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	CXSPRINT SALES
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
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:** Available on Request

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

**Approach:** Birlasoft's CXSPRINT Implementation Best Practices using Unique Tools and Accelerators

## SAP CX SALES CLOUD FEATURES

Account and Contact Management	Product Management	Outlook and Excel Integration	SAP ECC or 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	Real time Pricing from SAP ECC or SAP S4 HANA	Opportunity Management	Guidance to Sales team by Explanation Feature

## What's Included

- |                                                                                                                                                                                                                                                                                                                                                                     |                                                                                                                                                                                                                                                                                                                                                     |                                                                                                                                                                                                                                                                                                                                                                     |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <ul style="list-style-type: none"> <li>• Offline and Online Mobile Enabled Solution</li> <li>• Device-agnostic user experience</li> <li>• Native Client based Outlook and Excel integration</li> <li>• 10 Notification and Email templates</li> <li>• Standard Approval and Workflow process</li> <li>• Standard Sales Quote and Order Limited to 1 each</li> </ul> | <ul style="list-style-type: none"> <li>• Integration with SAP S/4 HANA or SAP ECC for Accounts, Materials, Pricing, Inventory and Employees</li> <li>• 10 Sales Users and their Territories</li> <li>• User-friendly interface</li> <li>• Leads, Activities, Opportunities, Quotes and Orders</li> <li>• Standard Reports and Dashboards</li> </ul> | <ul style="list-style-type: none"> <li>• Solution testing for quality/ regression/ performance testing</li> <li>• CXSPRINT HyperCare warranty support – 2 weeks post-launch included</li> <li>• Technical specification and training documentation</li> <li>• Optional: Birlasoft CX SmartAMS for maintenance, enhancements and optimization (addl cost)</li> </ul> |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|

## Drive Sales Performance & Revenues



[www.pall.co.in](http://www.pall.co.in)

Pall Corporation is a leading manufacturer of high-tech filtration, separation and purification products, for the removal of solids, liquids and gaseous contaminants, serving needs of customers in Life Science and Industrial markets.

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.



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

Wendt India known for its diversified and impressive Product Portfolio, Innovation strategy, strong Product Development, Personalized technical services & providing Technology Solutions in Grinding to its 750+ direct customers in the domestic market.

Birlasoft implemented SAP Sales Cloud for Wendt Sales team, providing a 360 degree customer view and collaboration with the SAP ECC.

# The Birlasoft Difference

<b>100+</b> CX projects and Counting	<b>200+</b> Consultants Worldwide	<b>SAP S/4HANA &amp; SAP ECC End- to-End Integration</b>	<b>Proven Results</b> with Deep UX/UI Domain Expertise	<b>Proven Results</b> with Deep UX/UI Domain Expertise
--------------------------------------------	-----------------------------------------	------------------------------------------------------------------	--------------------------------------------------------------	--------------------------------------------------------------

## Global Deployment Capabilities

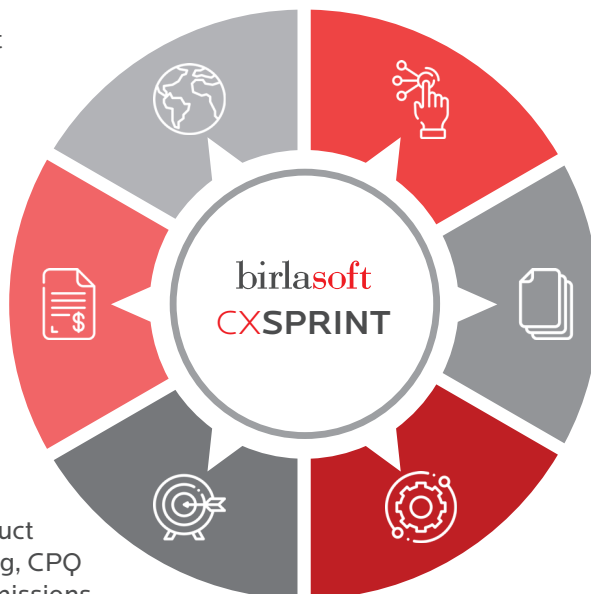
- Multi-country deployments
- Local country resources
- Award Winning AMS Support

## Strong Value Prop

- Cost effective onshore/offshore model
- 16 yr. SAP relationship
- Innovation, IP and offshore COE
- Dedicated Marketing team
- CX Reseller

## Our Sweet Spots

- B2B/B2C Commerce + Product Configuration / Variant Config, CPQ
- Sales Cloud / Callidus Commissions
- Service Cloud
- Marketing Cloud



## Full complement of CX skills

- CREATIVE: Creative, UX and Digital Transformation
- TECHNICAL: Onshore/offshore developers
- INTEGRATION: SAP ECC, S/4 and 3rd party

## Functional Expertise

- Marketing Cloud
- Sales Cloud / Commissions
- Service Cloud
- Commerce Cloud (CPQ, VC)
- Customer Data Cloud
- Qualtrics

## We do the Plumbing

- SAP Cloud Platform Integration
- Legacy Datahub
- SAP S/4HANA integration knowledge

## Partner Ecosystem:

opentext™

paymetric

CyberSource®

mindtouch

DocuSign

VERTEX

Google

monetate

adyen

ClickSoftware

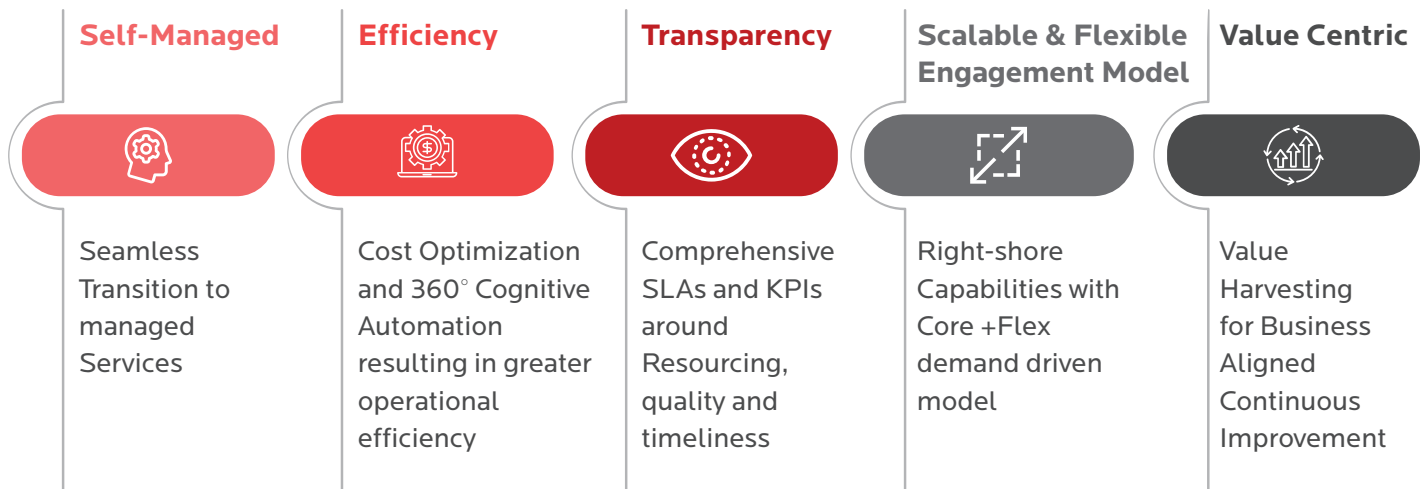
## Birlasoft Packaged Solutions for SAP Customer Experience

Commerce B2B or B2C	Migration to Commerce Cloud (support Move program)	Sales
Service	Field Service Management	Commissions

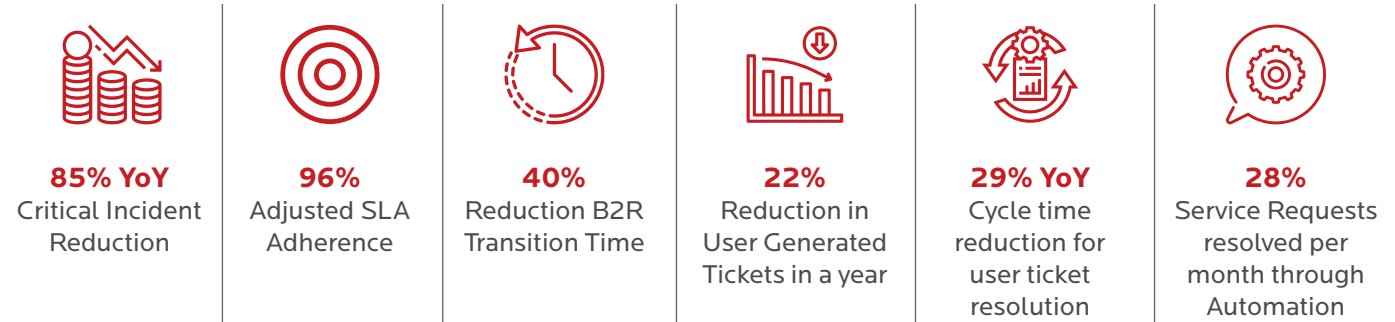
# Derive Transformational Value with our SmartAMS for Customer Experience

Historically, AMS vendors have come into play to help organizations reduce the cost of maintaining the solutions, increase the operational efficiency, and free up organizational resources to focus on strategic initiatives, historically called "Keeping the lights on" work. With intelligent and automated SmartAMS, companies, can achieve proactive support, thus gaining insight into issues before they actually impact end-users.

## Birlasoft's SmartAMS Key Features



## KPIs From SmartAMS



## SmartAMS Services



# How to Get Started?

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

Contact us at: [CXSPRINT@birlasoft.com](mailto:CXSPRINT@birlasoft.com)

## Why Birlasoft?



**12,000+**  
**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**



RESOURCES

[CXSPRINT@birlasoft.com](mailto:CXSPRINT@birlasoft.com) | [birlasoft.com](http://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 CK Birla Group, Birlasoft with its 12,000+ professionals, is committed to continuing the Group's 160-year heritage of building sustainable communities.