

Simplus exists to make complex things simple.

**THAT'S WHAT WE DO.**

## OFFERINGS

- Business Transformation Services
- Strategic Managed Services
- Change Management
- Data Integration
- Implementation Services

## PRODUCTS

- Data Cloud
- Revenue Cloud
- Sales Cloud
- Service Cloud (FSL)
- Community Cloud (Experience Cloud)
- Commerce Cloud (B2B, B2C)
- Marketing Cloud
- Pardot
- Industry Clouds
- Sustainability Cloud
- DocuSign CLM
- Subscription Management

## INDUSTRIES

- Communications and Media
- Education and Government
- Financial Services
- Healthcare and Life Sciences
- High Tech/ SaaS
- Manufacturing
- Professional Services
- Retail and Consumer Goods
- Travel, Transportation, and Hospitality
- Utilities and Energy
- Public Sector

# SALESFORCE REVENUE CLOUD MIGRATION — ROI FOR EVERY DEPARTMENT



Salesforce Revenue Cloud is not just for sales ops—it's a must across all departments. Revenue Cloud has evolved over the years to become the digital backbone across finance, legal, customer success, product management, and sales. And at Simplus, we believe RevOps is a business mandate to drive more dynamic, data-led deals forward and Revenue Cloud is the ideal operating model to support the effort.



## PRODUCT MANAGEMENT

### CHALLENGES

- Vanity metrics and overloading the scorecard with KPIs



### SOLUTIONS

- Data-driven intelligence delivering live insights tied to product adoption

- Disconnection from business goals



- Strategic alignment with deal velocity insights tied to market-relevant monetization models for dynamic adaptability

- Slow launch cycles due to complex catalogs and pricing rules



- Streamlined introduction of new SKUs, pricing models, and bundles with centralized rules simplifies product innovation



## FINANCE

### CHALLENGES

- Poor forecasting accuracy, fragmented deal data



### SOLUTIONS

- Reduced variance between projected and actual revenue due to controlled deal structures

- Manual handoffs between quote, order, invoice, etc.



- Minimized revenue leakage with greater alignment across revenue lifecycle and less errors or delays

- Misaligned discounting and margin protection



- Discounting practices and pricing models that always match profitability targets



## SALES

### CHALLENGES

- Broken quoting tools that delay cycles and lose customers
- Overloaded reps with non-selling tasks
- Slow, inaccurate quotes



### SOLUTIONS

- Unified quoting that reinforces bundling and pricing rules with automated approvals
- Embedded discounting and pricing rules and automated approvals eliminate the time spent in spreadsheets
- AI-sourced tools support faster quote-to-close cycles with accurate, compelling quotes that land



## CUSTOMER SUCCESS

### CHALLENGES

- Fragmented data and untraceable touchpoints
- Lack of industry-specific GTM plans creating missed upsells and renewals



### SOLUTIONS

- A comprehensive log of every transaction, amendment, payment, outreach, etc. for both compliance and agility
- Automation of upsell and renewal predictions without manual follow-up as well as built-in industry-specific use cases with reporting



## LEGAL

### CHALLENGES

- Lack of contract term visibility at crucial inflection points



### SOLUTIONS

- Deal cycle automations that alert legal sooner as contract terms evolve during the pursuit



## WHY SIMPLUS

We know the **Best Practices for Migration** better than any other SI, including...

- Align workstreams to RCA modules:
- Reimagine, not just rebuild:
- Conduct a comprehensive assessment and planning phase:

What we do during a typical Revenue Cloud migration or implementation:

- Build out smarter CPQ for complex selling realities, including tiered pricing, usage-based billing, configurable bundles, partner channels, and more.
- Integrate billing and subscription management with your greater CPQ engine to make sure no revenue leaks are possible.
- Connect Revenue Cloud with Data Cloud, Tableau, and any other external ERP data platforms to ensure real-time revenue KPIs are always flowing.
- Deliver scalable, futureproofed architecture that's flexible for the future but also dependable for the present.



**Revenue Cloud is waiting on you—don't delay any longer. Reach out to Simplus to discuss your unique business requirements and roadmap the future.**

