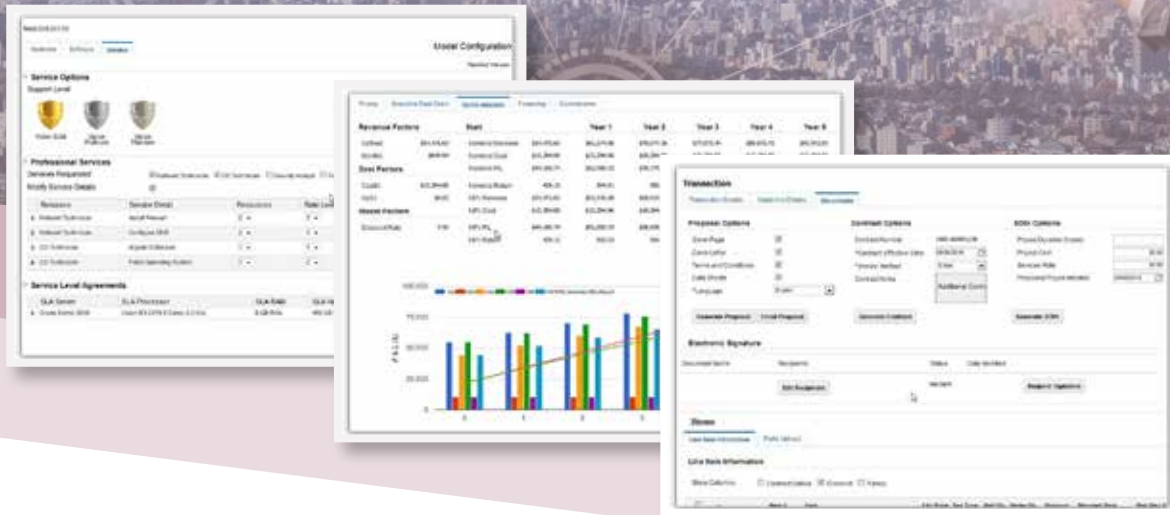


BP4Apps CPQ



Oracle CPQ Cloud Insight for Users & Application Experts

Horus BP4Apps stands for „Business Processes for Oracle Cloud Applications“ and provides comprehensive process and application knowledge for the Oracle SaaS product portfolio.

Holistic support and optimization of the Order-To-Cash process

The Configure Price and Quote (CPQ) Cloud is a flexible and scalable solution for the registration of orders containing complex products and services, as well as for the creation of offers. It provides complete support for the entire Quote-to-Cash process – from customer requests to the fulfillment of orders. This way, the efficiency of CRM and ERP systems is increased, and the business receives a measurable added value in the form of an increased offer throughput, shorter sales cycles and an improved data quality. This way, the CPQ Cloud optimizes the process for every sales channel and, with the help of predefined price and discount rules, ensures customer-specific offers that comply with the regularities and show a high orientation towards customers.

Comprehensive process- and user knowledge for Oracle CPQ Cloud

With Horus BP4 CPQ, the user or application expert gains an easy-to-use, knowledge-based system which can be obtained as a service from the Horus Public Cloud.

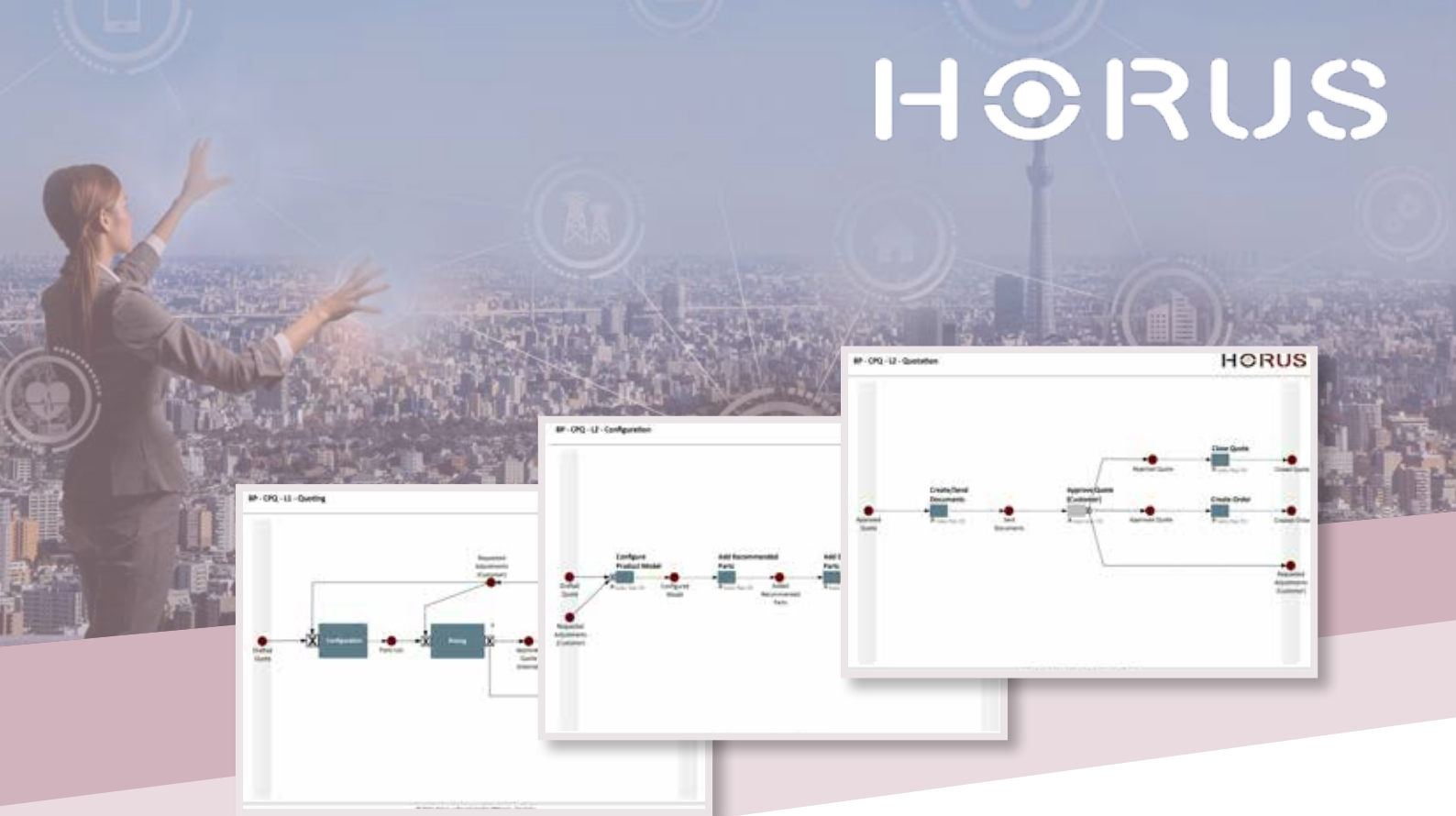
In the private Horus Community Portal, extensive business process knowledge is made available for the relevant Oracle application modules. The user community gains access to the tool in a target-group-friendly way and with regard to the respective intended use. The same applies to the possibility of exchanging invaluable knowledge within the user community.

Components of the knowledge product BP4 CPQ

An extensive knowledge base is the core of Horus BP4 CPQ and allows the user a profound insight into the functional structures of Oracle Cloud Applications. This knowledge base consists of easily comprehensible, logically linked models that provide different perspectives on the user-relevant aspects of Oracle Cloud Applications.

The core consists of the following modeling components:

- Efficient product configuration and price calculation
- Support and optimization in offer preparation processes
- Approval workflow for the entire process



Extensive knowledge models for functional structures of the Oracle CPQ Cloud

Commercial Framework

The price of BP4 CPQ is determined according to the Oracle CPQ Cloud services licensed for the customer as follows:

| Volume class | Hosted Named User | | Annual subscription fee |
|--------------|-------------------|-----|-------------------------|
| I: | ≤ 25 | EUR | 2.200,00 |
| II: | 26 - 100 | EUR | 4.400,00 |
| III: | > 100 | EUR | 6.600,00 |

The scope of delivery includes the respective licensed knowledge models as well as the use of the Horus repository and the Horus Private Community as a service from the Horus Public Cloud. The Horus Public Cloud is hosted in a German data center.

Licensing

BP4Apps products contain product-specific knowledge models including reference processes, user instructions and test cases. Cloud licenses of the product „Horus Private Community“ with the restriction of an exclusive use with BP4Apps are included in the distribution package.

The purchase of Horus Cloud Services is based on a cloud service contract of Horus software GmbH. The customer agrees to the terms valid at the time of acquisition. The minimum contract period is 3 years. After that, it is automatically renewed each year.

References

The listed products are trademarked and are property of the trademark owners. For our cloud infrastructure, we rely on renowned providers like Oracle (<https://cloud.oracle.com/home>) and Hetzner (www.hetzner.de).

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