BP4Apps CPQ

Extensive knowledge models for functional structures of the Oracle CPQ Cloud

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 customerspecific offers that comply with the regularities and show a high orientation towards customers.

Comprehensive process and application knowledge

With Horus BP4 CPQ, the user or application expert receives an easy-to-use knowledge-based system, which is obtained as a service from the Horus Public Cloud. The Horus Knowledge Explorer provides comprehensive business process knowledge for the relevant Oracle application modules. The access for the users is target group oriented and related to the respective purpose of use. This also applies to the possibilities for invaluable knowledge exchange within the company.

Components of the knowledge product BP4CPQ

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

Oracle CPQ Cloud