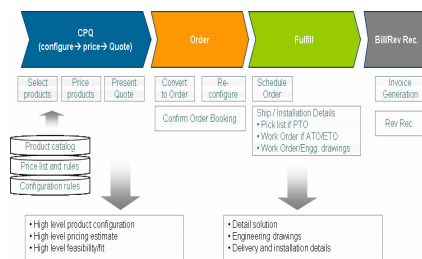


CPQ | configure>price>quote

aquarius configure to order solutions for software & services industry

the challenge

Increasingly complex and custom product and service configurations create new challenges for both the customers that purchase and vendors that design, manufacture and sell them. High tech equipment manufacturers or internet service providers are increasingly bundling products and services like software, hardware, professional and installation services. This creates significant challenge for the sales team to quickly and accurately configure, price and quote to a customer. For truly effective and accurate sales configurations there is not only significant dependencies on ERP and CRM systems for products and pricing data but it also impacts accuracy of downstream processes such as order fulfillment, billing and revenue recognition



solution:

aquarius offers enhanced industry specific configure to quote/contract solutions developed on **Oracle+Siebel** leading CRM platform. For enterprise software and services

companies we have enhanced the quoting/configuration modules to include VSOE based approvals and checklists for automating pre-revenue certification process. For online media we have enabled the quoting application to check for 3rd party stats and relevant ad campaign attributes that will drive accurate billing and revenue recognition. By enabling these solutions on the Oracle platform, we are able to provide higher degree of automation and the streamlining of the quote to revenue process at a lower cost of ownership

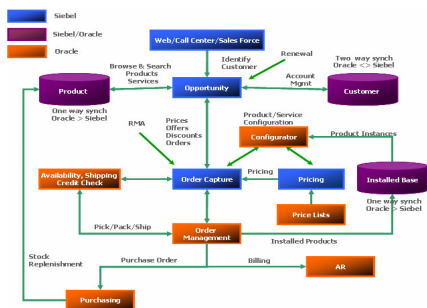
about aquarius

aquarius is a niche consulting firm specializing in billing and revenue management solutions; program management and post merger/acquisition integrations. aquarius brings extensive expertise in process design and implementation of sales to revenue solutions for online media and software/services industry. aquarius revStream solution is the only Oracle based solution to manage complex billing and revenue recognition business models.

for more information, send a message to clientservices@aquariuscg.com

aquarius consulting group
270 redwood shores parkway, # 709
redwood shores, ca 94065
phone: 650.241.0206 fax: 650.362.1967

www.aquariuscg.com



aquarius consulting services and expertise

our consulting services are designed to bring rich experience of senior talent in the areas of complex configure/quote to billing and revenue automation solutions for online media, software and interactive games companies. Services engagement are structured as consulting projects which includes software selection, requirements definition/analysis, process design, solution implementation and project management.