

Digital Workflows for Sales Operations Excellence

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- Sales Operations Workflows and Quote-to-Cash Process
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- Cross-functional Workflows and Orchestration for Sales Operations - Demo
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About Cambrian Lab

Mission: To Provide Effective and Practical Solutions for New Product and Supply Chain Development

Team

Supply Chain, New Product Introduction, and Technology Experts from SAP, Samsung, Siemens, GM, Ford, Applied Materials

Expertise

- New Product Development/Introduction, Supply Chain Management and Logistics
- Enterprise and Supply Chain Technology (ERP, SCM, Manufacturing, CRM, Sourcing, Finance)

Industries

Automotive, High-tech, Semiconductor Equipment, Medical Devices, Consumer Products
(From Fortune 100 to Start-ups)



Locations

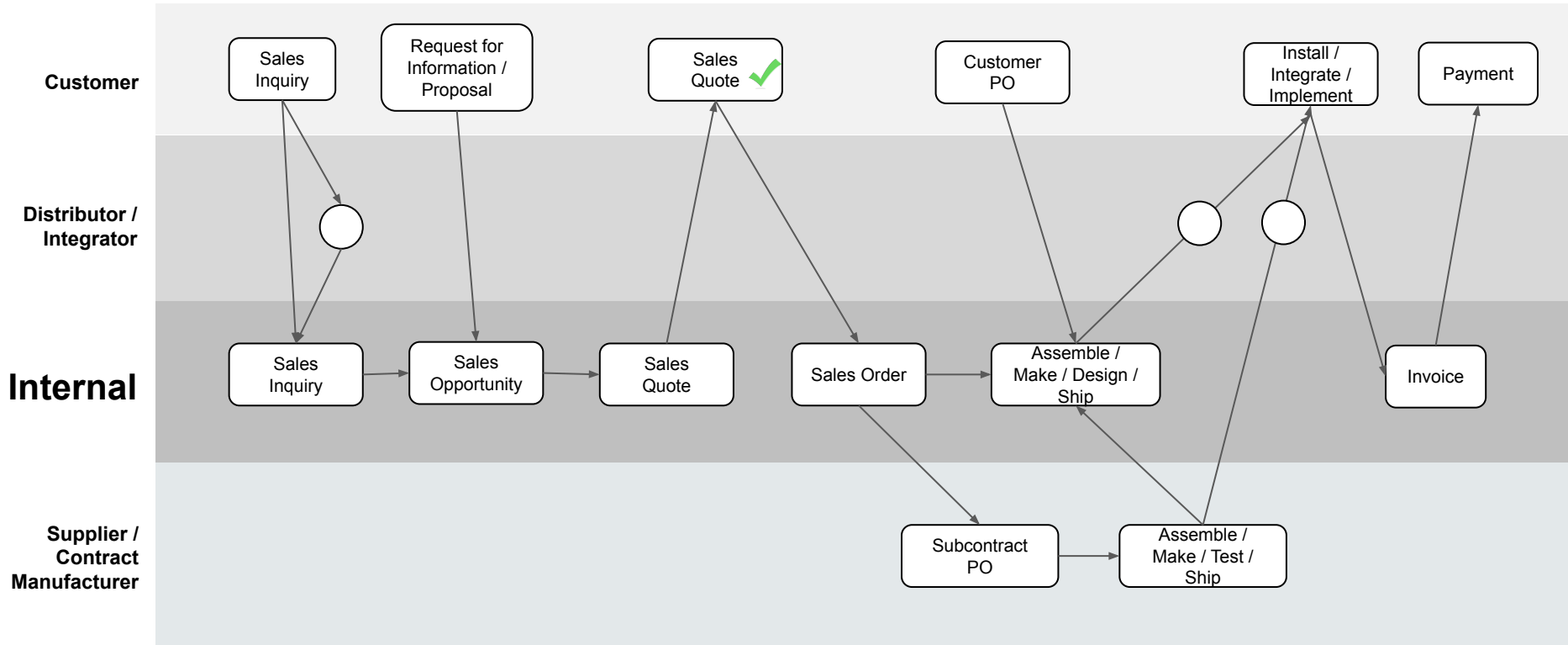
SF Bay Area, Detroit, Boston, Houston

Offerings

ZFlow – Digital Workflow for the Modern Supply Chain

Sales Operations Workflows

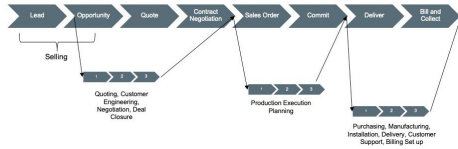
Quote-to-Cash Process



Quote-to-cash Process

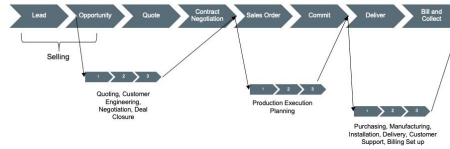
Industry Variations

Manufacturing



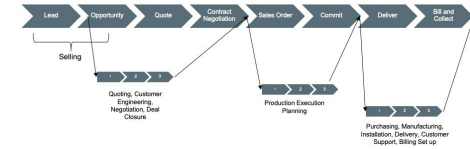
- Complex quoting
- Commit dates with appropriate planning
- Project oriented manufacturing and delivery
- Service and warranty contracts

Software-as-a-service



- CPQ
- Software Provisioning
- Discounts and blanket purchases
- Consulting service
- Maintenance and support
- Billing set up
- Metering
- Renewals

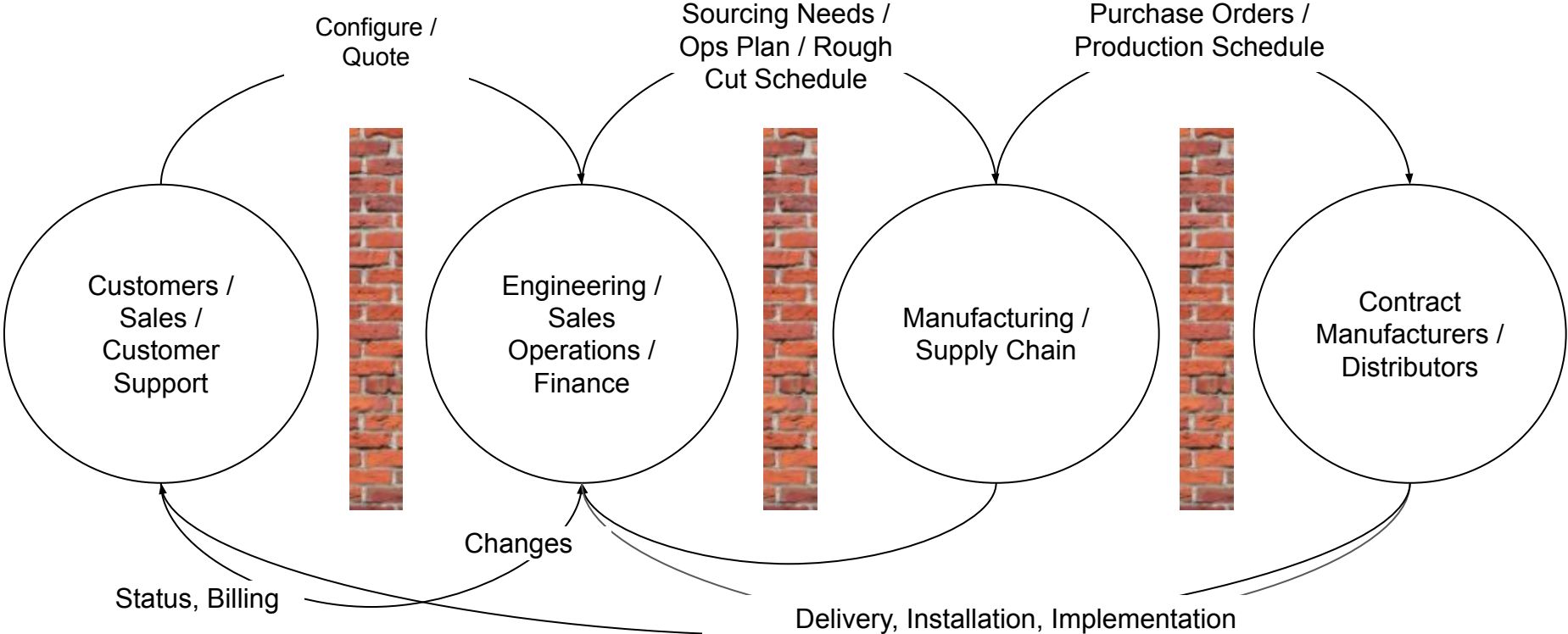
Hardware & Software-as-a-service



- Complex quoting
- Complex configurations
- Hardware build and delivery
- Contract Manufacturing and 3PL delivery
- Asset assignment
- Consulting service
- Software-as-a-service provisioning
- Billing setup
- Metering
- ...
- .

Barriers to Seamless Sales Operations

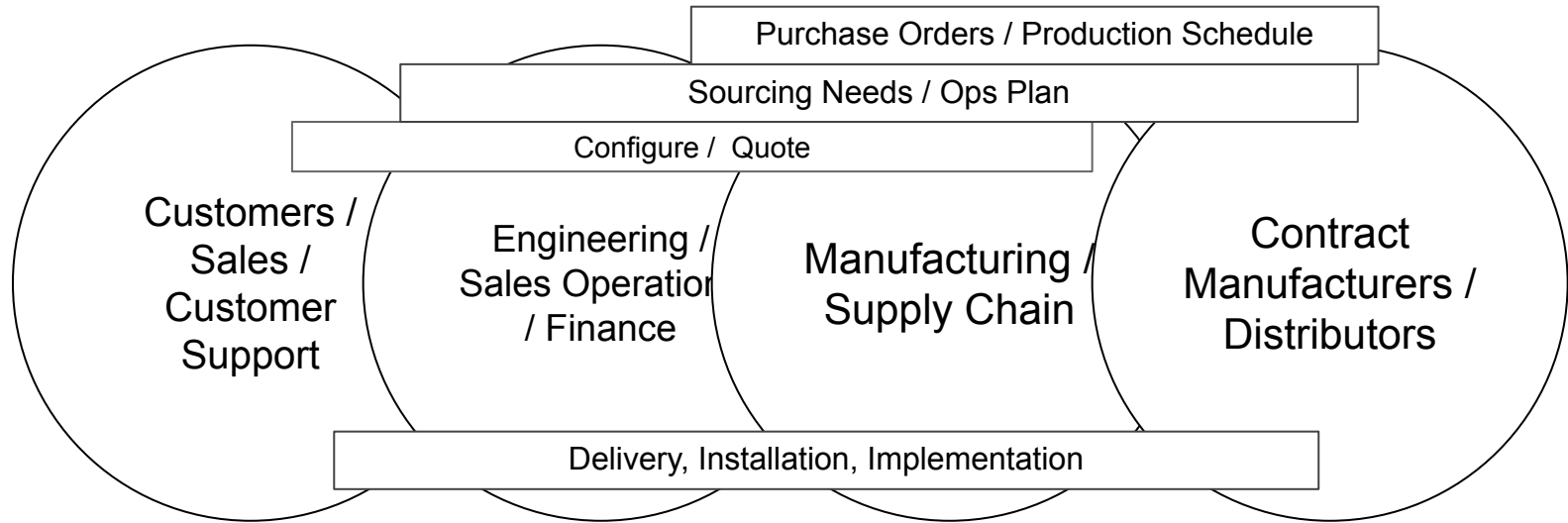
Functional silos, disparate applications, missed handoffs and inconsistent master data



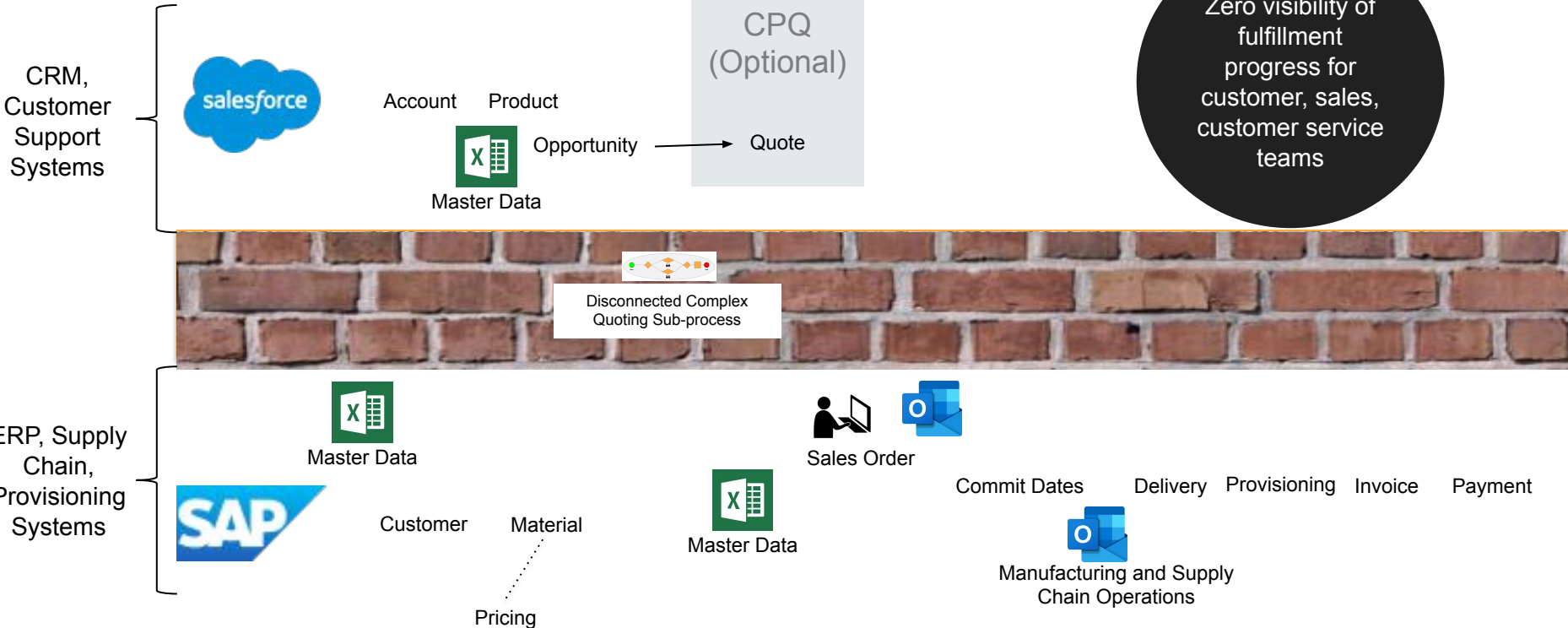
Typical Pain Points in the overall Quote-to-cash Process

- **Poor coordination of cross-functional processes across functional silos and systems**
 - Sales, Operations, Supply Chain
 - CRM, Sales and Operations Planning, ERP, Supply Chain
- **Sub-processes are not orchestrated or disconnected**
 - New customer onboarding
 - Fulfillment and provisioning
 - Collaboration with external partners (distributors, suppliers, partners)
- **Inconsistent master data**
 - Product/Material Master, Bill of Material, Solution Packaging
 - Pricing Master
 - Customer Master

Coordination and Orchestration of Sales Operations Workflows



Broken Processes



ZFlow – The Swiss Army Knife of Digital Workflow

Do-it-yourself Workflow

Out-of-the-box Integration to
ERP, CRM, Commerce,
PLM, Supply Chain systems

Zero-code



Involves Right People at
the Right Time

Supply Chain Ready

Ready from Day 1 for
(New Product Introduction, Supplier
Development, Master Data
Management, Sales Operations, Quality
Management...)

Sales Operations Workflows and Orchestration with ZFlow

Launch Pad Administration Data Maintenance New Process Repository Reports My Profile Search

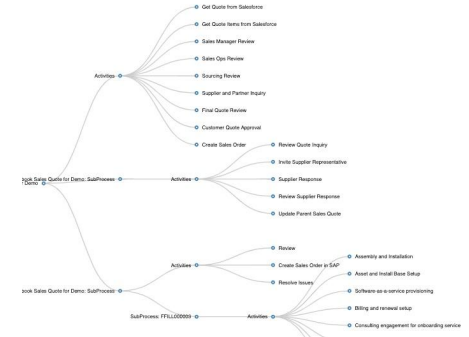
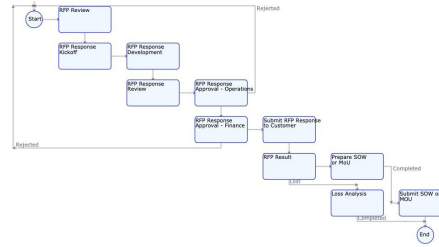
Launch Pad for Administrator

Sales Operations

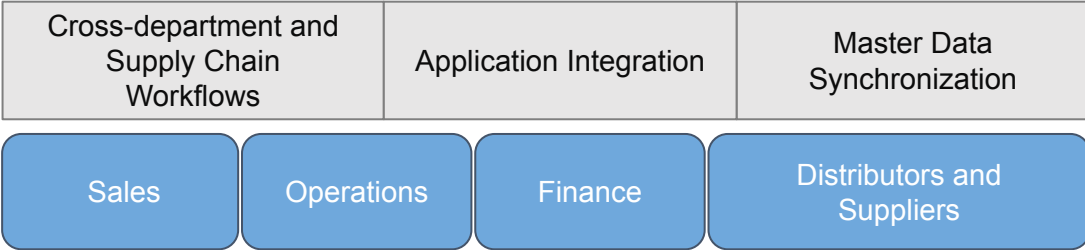
Fulfillment Process Active(3) Find Insights New	New Customer Active(3) Find Insights	Sales Inquiry Active(9) Find Insights New
Sales Opportunity Active(3) Find Insights	RFI Response Sales Ops Active(7) Find Insights New	Sales Order Active(13) Find Insights New
Collaborative Sales Quote Active(12) Find Insights New	Subcontract Purchase Order Active(6) Find Insights New	Supply Chain Inquiry for Sales Quote Active(8) Find Insights New

Supplier Performance

Product Supply Chain Risk Analysis	Supplier Performance	Supplier Risk Assessment
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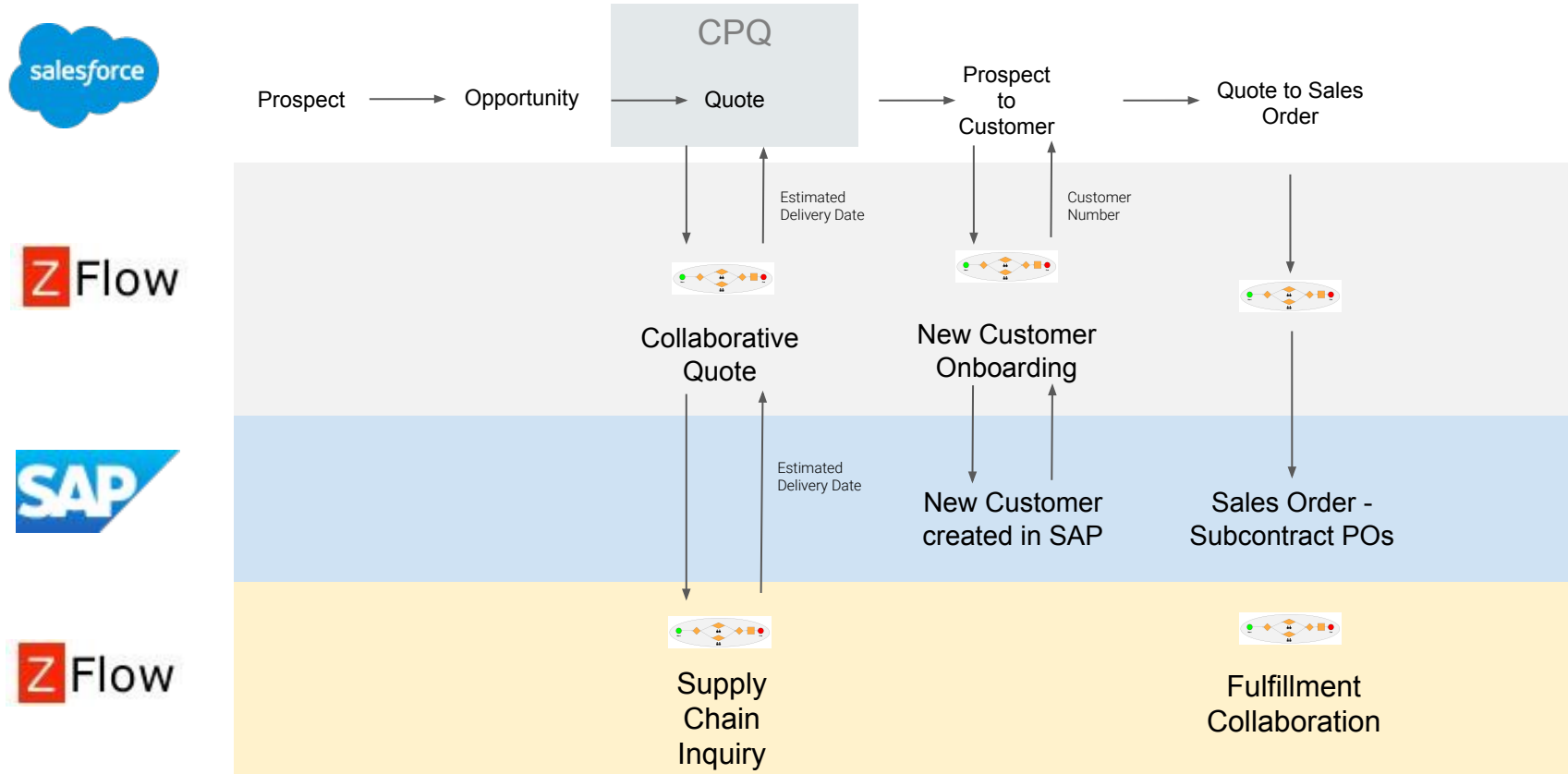


Digital Sales Operations Workflows and Orchestration with ZFlow

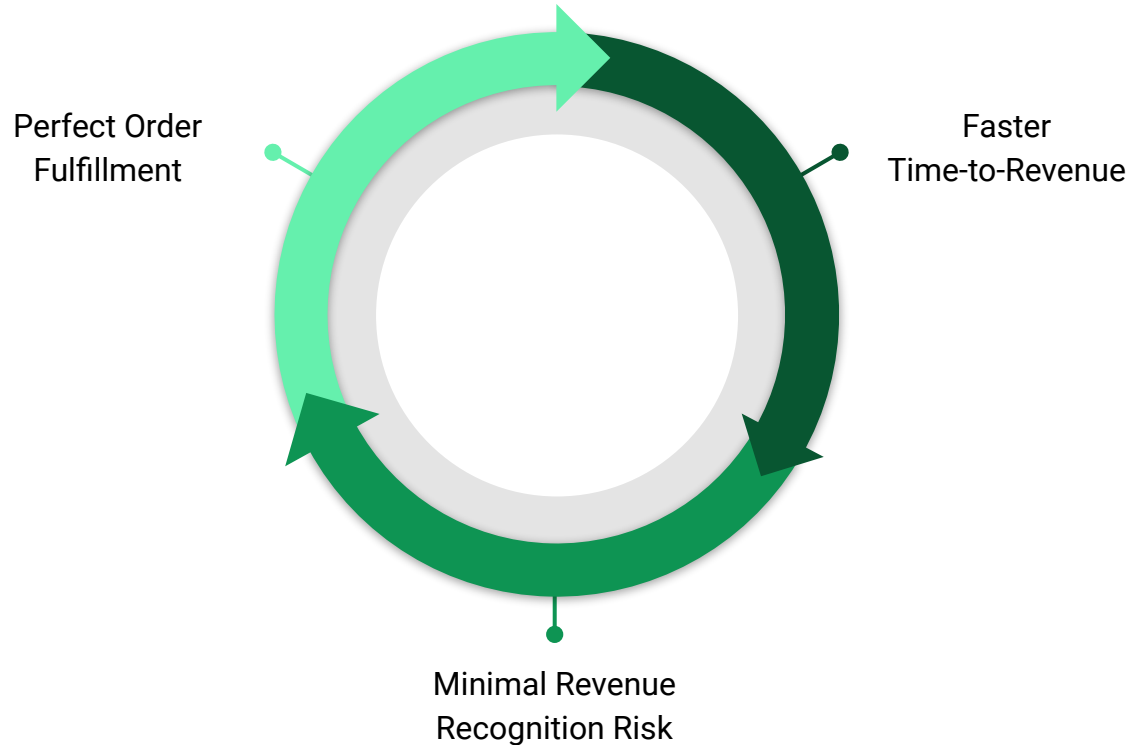


- Sales, Operations, Legal, Finance and Suppliers on the same page
- Clean and synchronized handoffs between different teams and workflows
- Consistent master data for different functions
- Seamless integration to all systems

Demo of Digital Sales Operations Workflows and Orchestration



The Case for Digital Workflows and Orchestration for Sales Operations Excellence



Get Started Now

[Test Drive ZFlow](#)

[Free Proof-of-concept](#)

For More Information

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