



## Wipro's Smart Quote Management solution powered by Apttus

Reduced sales cycle time and faster revenue recognition through a digital platform anywhere, anytime

### Introduction

Wipro's Smart Quote Management solution powered by Apttus helps enterprises transform business sales cycles in just weeks. Built for enterprises that are undergoing their digital transformation journeys, Wipro's Smart Quote Management solution empowers sales, partners, and customers to configure complex products and services, deliver accurate quotes, and create smarter deals with the most up-to-date product and pricing information.

**6-8 weeks of deployment cycle, mobile app enabled**

### Key takeaways



Increase sales velocity with faster proposals



Low stress and reduced waiting time for end customers



Increased productivity of captive agents and channel partners



Reduce risk with compliant and searchable quotations



Connect with sales representatives anytime, anywhere and from any device (mobile/desktop)



Drive customer loyalty with connected digital workflows

## Key benefits

20%

higher sales effectiveness

38%

faster time to quote

34%

faster deal closure

27%

increase in quote volume

51%

increase in quote quality leading to higher customer satisfaction

## Features



Includes Apttus Configure-Price-Quote, Apttus Intelligent Workflow Approval and e-commerce integration to run multichannel sales efficiently on one platform



Pre-configured limited product bundles along with pricing and costing matrix for single currency and single language proposal templates required for enterprises

**Transform your sales process  
and improve top line revenue**

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Wipro Limited (NYSE: WIT, BSE: 507685, NSE: WIPRO) is a leading global information technology, consulting and business process services company. We harness the power of cognitive computing, hyper-automation, robotics, cloud, analytics and emerging technologies to help our clients adapt to the digital world and make them successful.

A company recognized globally for its comprehensive portfolio of services, strong commitment to sustainability and good corporate citizenship, we have over 180,000 dedicated employees serving clients across six continents. Together, we discover ideas and connect the dots to build a better and a bold new future.

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