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## CLIENT GOAL

Ensure accurate contract pricing

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Accelerate quoting process

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Reduce bloated pricing and contract data load

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Improve user and customer experience of their Lead-to-Cash platform

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Transition fully from Siebel to Salesforce and Conga

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# Philips Healthcare Cuts Pricing Calculation Time by 85% by Reducing Pricing Data Volume.



Speed of quote generation is just one aspect of this solution. The most important part is the confidence that error-free quotes gave our Sales personnel.

Business Process Owner, Philips

## BACKGROUND

In our partnership with Conga, we at CommerceCX tackled a significant challenge for Philips: the cumbersome task of managing and updating vast amounts of pricing data. Philips faced delays in utilizing new pricing data for quotes due to a process that generated millions of rows of data, making pricing calculations for quotes laboriously slow.

## THE SOLUTION

Leveraging the capabilities of ScaleFluidly's PriceCX as an accelerator within Conga's CPQ and CLM frameworks, we devised a solution that streamlined Philips' pricing data management. This integration markedly reduced the time required for updates and price calculations, transforming a weeks-long process into a much more efficient operation. Our innovative approach significantly reduced Philips's data load from 17 million rows to just 1 million, covering all necessary pricing use cases. This optimization resulted in an 85% reduction in pricing computation time, revolutionizing their operational efficiency.



## WHY COMMERCECX?

We improve lead to revenue, quote to cash, and CRM experiences. CCX designs, develops, and implements error-free solutions using the Salesforce platform, giving your organization the power to reach its full potential.

## FOR MORE INFO

To learn how CCX Configure, Price, Quote can help you develop and drive your e-commerce strategy, connect with us to learn how CCX can help you make your next big move. For more information, please visit: <https://commercecx.com>

## THE RESULTS

Reducing pricing and discount calculations from two minutes to less than half a second had immediate effects. Our solution impacted Philips by:

Reducing time spent on simple calculations by 85%.

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- ✓ Enabling integration of North American region and pricing data, giving Philips 100% data visibility of product and pricing data.
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- ✓ Shortening sales cycles and promoting better revenue visibility.
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- ✓ Ensuring accurate pricing and discounts by eliminating redundant and junk data.
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- ✓ Increasing customer satisfaction by providing fast, accurate quotes.
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- ✓ Bolstering Conga adoption through improving user experience.

**Global Headquarters**  
150 Cornerstone Drive  
Cary, North Carolina 27519 USA

**Europe**  
Roompotstraat 20 HS  
1078 KV Amsterdam NL

**India**  
Road #12, Bhavani Nagar  
Banjara Hills, Hyderabad 500 034