

## channelcentral seminar

# Increasing Revenue and Reducing Workload with a CPQ Tool

Is your manually-driven supply chain holding your business back? Slow quote-to-order cycles are no longer acceptable, even if your product range is complex. If your company's sales division is too slow in responding to quotation requests, you are opening up the door to your competitors. Highly configurable products, common in the IT Industry, can require experienced and skilled staff to support your sales teams which both slows you down and increases workload on the resource in your business. There are many reasons why a more automated quote-to-order cycle is advised. Join one of our CPQ seminars; Learn how to spot the signs where your company is operating inefficiently, and how a CPQ tool can drive multiple efficiency gains across your business.

## What is a channelcentral Seminar?

channelcentral Seminars are concise 1-2 hour sessions, which can be hosted at channelcentral, your business premises or via a live webinar. Our seminars are written with the IT Channel in mind to help solve common business problems such as long quote-to-order cycles, maximising order value, motivating sales teams, working to procurement frameworks, demonstrating ROI and much more. See website for a full session list. Each Seminar has been designed to be interactive to involve your key team members, encouraging a healthy debate around the topic in question with a steer from channelcentral IT Channel experts. These sessions are completely free and channelcentral will work with you before the Seminar to ensure your objectives are met. A typical plan for a Seminar can be seen below.

- What is a CPQ Tool?
- How can a CPQ Tool can benefit your business?
- CPQ deployment – challenges & best practice.
- The channelcentral approach.
- How channelcentral engages the Channel with CPQ.
- Technical requirements high level overview.
- Cost benefits / efficiency savings / ROI.
- Interactive discussion/debate.

## Takeaway!



Customers that book a CPQ Seminar with channelcentral will receive a copy of our CPQ Whitepaper, a CPQ Buyers Guide and free consultancy\*.

\*Terms and Conditions apply. Contact channelcentral for more information on this offer, and full Terms and Conditions

To enquire about booking a channelcentral CPQ Seminar for your business, contact us at email [interested@channelcentral.net](mailto:interested@channelcentral.net) or call **0800 254 0954**  
Visit [www.channelcentral.net/seminars](http://www.channelcentral.net/seminars) for more information