

# CPQ Package to RLM Migration

Consolidate Entire Revenue Lifecycle onto one comprehensive platform

## Business Outcomes



### Solution Composability

Platform is scalable and flexible without the constraints of a packaged software solution



### Cost Savings

Event-based licensing vs. traditional per user license



### Extensibility

Other capabilities such as Billing, Commerce and Contracts make multi-channel and self-service easier

## Key Objectives



### Consolidation

Migrate from customized software package to RLM as Product-to-Cash platform

Consolidate onto a single platform for CPQ, Billing, and Contracts

### Standardization

Reduce technical debt by deprecating customizations and aligning to standard features and capabilities

### Business Justification

Prove the business value of migration to RLM with future-state vision backed by timeline and estimates

## Commercials



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## Deliverables



- ✓ Technical Debt Heat Map
- ✓ Key KPIs and Success Measures
- ✓ Current/Future State Gap Analysis
- ✓ Migration Blueprint, including roadmap, timeline, and estimates