

Ayara

Ayara RevOps for Oracle CPQ - Ayara's POV



In today's fast-paced business world, staying ahead of the competition and maximizing revenue can be a challenge. To help organizations achieve this goal, Ayara has created an innovative and cutting-edge Revenue Operations (RevOps) platform.

Ayara's RevOps platform, powered by AI, forecasts revenue based on opportunities and quotes and enables organizations to make informed decisions about pricing and margins. The RevOps platform has Deal Adjustments feature that allows users to analyze different Scenarios to improve the probability of deal wins and increase margins.

The RevOps platform allows configurable rules that allow cost & revenue adjustments for better internal reporting.

Ayara RevOps for Oracle CPQ - Overview

Ayara RevOps platform is an intelligent software that seamlessly integrates with Oracle CPQ and enables organizations to streamline their revenue operations. This integration rides on Ayara's AI-powered revenue forecasting, deal guidance, deal adjustments, and margin analysis capabilities along with the robust quote generation and pricing management capabilities of Oracle CPQ.

The RevOps platform is a native, plug & play app that is fully integrated with Oracle CPQ which unlocks highly flexible and scalable features for end-to-end automation and provides a single source (Oracle) to manage the entire Quote-to-Cash (QTC) lifecycle. This integration results in:



Improved
collaboration between
Sales & Finance



AI-based revenue
forecasting and
deal guidance



Scale to support
business growth
models



Model Deals
with higher win
Probability

Key Challenges

Ayara's RevOps platform for Oracle CPQ addresses these key challenges:

- Poor margin management and inaccurate revenue forecasting
- Lack of real-time data for deal guidance
- Increased friction and a longer sales close cycle
- Limited deal modeling and "what-if" analysis/recommendations
- Longer time to market any product offer/business model
- Higher cost of ownership for RevOps systems/tools

Ayara's RevOps Platform Capabilities

Ayara provides accurate, efficient, and streamlined revenue operations solution to RevOps users of Oracle CPQ and enables them to simplify and accelerate their deal cycle. Any organization using Oracle CPQ and looking to optimize its revenue operations and maximize revenue potential can benefit from the Ayara.

- ✔ **Real-time revenue allocations, deal guidance, and forecasting on the quote**
- ✔ **Fully Integrated with Oracle CPQ**
- ✔ **Multi-dimensional analytical reporting, deal modeling & recommendations**
- ✔ **Flexible Deal Assignments & Review Workflows**
- ✔ **Cognitive Contract Terms Assessment**



Why Ayara/ Benefits



Reduce RevOps manual efforts by **70%**



Shorten the deal approval cycle time from **days to hours**



Increase Revenue forecast accuracy by over **95%**



Improve **deal win** probability

Qualitative

Proactive: Deal guidance and margin management for quoting

Informed: Scenario Analysis supported by Deal Adjustments and Flexible Cost Rules

Track: Hierarchy-driven Deal Assignments & Review Workflows

Integrate: Plug & play app/ fully pre-wired integration with Oracle CPQ

Automate: End-to-End RevOps across QTC

Scale: Comprehensive RevOps capabilities to scale QTC processes

Predict: Reporting and forecasting powered by AI/ML

Connect with us to know how Ayara for Oracle CPQ is a future-ready solution that transforms revenue operations and revenue recognition.