



VACCO's Digital Transformation With SAP Sales Cloud and CPQ Implementation

Introduction

VACCO Industries, a leading designer and manufacturer in highly specialized fluid control products, faced the challenge of modernizing its operational infrastructure. Partnering with ASAR Digital, they implemented SAP Sales Cloud and CPQ, integrated with SAP S/4HANA Cloud ERP, to streamline their business processes and enhance their sales operations. This case study delves into the journey and outcomes of this transformative project.

Background

Since 1954, VACCO Industries has been at the forefront of manufacturing specialty valves and filters for demanding environments. However, their reliance on legacy applications was hindering their ability to operate efficiently in the digital era. Recognizing the need for an integrated, modern solution, VACCO turned to SAP's suite of applications.

The Challenge

VACCO's primary challenges revolved around outdated legacy systems that lacked the integration and efficiency required for modern digital operations. Specifically, they needed a solution that could seamlessly manage their complex sales processes, from lead management to order fulfillment.

Solution

Selection of SAP S/4HANA, Sales Cloud, and CPQ

VACCO chose SAP S/4HANA Cloud ERP, SAP Sales Cloud, and CPQ for their robust capabilities in managing complex manufacturing and sales processes.

Partnership with ASAR Digital

ASAR Digital was selected for the implementation, renowned for its Cheetah Rapid Deployment package and expertise in SAP solutions, promising a swift and efficient implementation process.

Implementation Strategy

- **Rapid Deployment:** Utilizing ASAR Digital's Cheetah package, the implementation was expedited to align with VACCO's business timelines.
- **Integrated Solution:** Implementing SAP Sales Cloud and CPQ as an integrated solution with SAP S/4HANA through SAP Cloud Platform Integration/BTP.
- **Customized Configuration:** Tailoring the SAP solutions to meet VACCO's unique business requirements and priorities.



Key Capabilities Implemented:

- Unified Account and Contact Management: Establishing a single source of truth across S/4HANA, CPQ, and Sales Cloud.
- Efficient Lead and Opportunity Management: Streamlining processes within Sales Cloud.
- Quick Sales Quote Creation: Enabling the sales team to generate and share quotes swiftly as a follow-up transaction from opportunities.
- Seamless Quote to Order Conversion: Converting sales quotes in CPQ to Sales Orders in S/4HANA.
- Visibility of Sales Orders: Integrating to view sales orders and related data from S/4HANA in Sales Cloud.
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The Outcome

Enhanced Sales Efficiency

The implementation of SAP Sales Cloud and CPQ dramatically improved the efficiency of VACCO's sales processes, reducing the time taken to create and share sales quotes with customers.

Improved Data Management

The unified approach to managing accounts and contacts ensured consistency and accuracy of data across the enterprise.

Streamlined Sales Process

The seamless integration between CPQ, Sales Cloud, and S/4HANA optimized the sales cycle from lead management to order fulfillment.

Increased Operational Agility

The rapid deployment and tailored configuration of SAP solutions enabled VACCO to quickly adapt to the demands of the digital era, significantly enhancing their operational agility.

The Outcome

The strategic implementation of SAP Sales Cloud and CPQ, integrated with SAP S/4HANA by ASAR Digital, marked a significant transformation in VACCO Industries' sales and operational processes. This project not only streamlined their operations but also empowered their sales team with the tools to manage their business more effectively, driving increased productivity and customer satisfaction.

For more information on how SAP Sales Cloud and CPQ with S4HANA can transform your business operations, please schedule a no obligation demo!

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