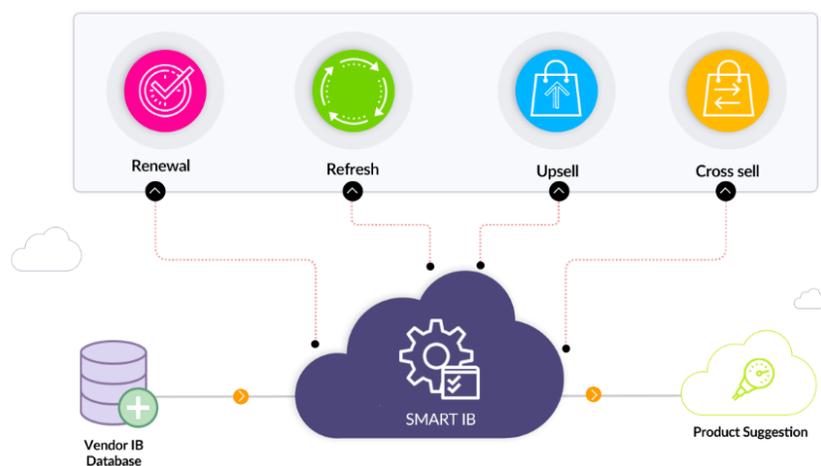# Yagna Distributor Suite

Yagna is an install base driven sales acceleration platform. Yagna utilizes your multi-vendor historical sales transactions data, namely Installed Base Data (IB) and churns new Up-sell / Cross-sell opportunities with the help of its analytics and machine learning capabilities. Once the new IB driven opportunities are identified, you can use our world class Configure Price Quote (CPQ) Platform to generate quotes and proposals and drive closure with single click payments mechanism.

Smart Leads (Renewals)

Over the years, Vendors, Distributors and Channel Partners sell products to thousands of customers. But how often this past sales data, i.e., installed base (IB) is utilized effectively to generate more business for your organization? - Well, the answer is rarely!

Stats suggest that acquiring a new customer revenue is anywhere from 5 to 25 times more expensive than retaining and generating recurring and incremental revenue from an existing customer.

With Yagna's Smart Renewals and Smart XSUS products, tap into huge recurring and incremental revenue from your existing customers' installed base data.

Yagna is leveraging the latest of technology stacks such as Big Data Analytics and Data Mining, combined with Machine Learning can sift through terabytes of your customer Installed Base data, and can provide very useful insight into existing customers and generate new leads to help them drive incremental revenue.

Once the new Installed Base driven opportunities are identified, you can use our world class Configure Price Quote (CPQ) Platform to generate quotes and proposals, and process orderes with single click payment mechanism.

Yagna Distributor Suite

Maintenance and Support renewals account for roughly 20-25% of the revenue for any vendor and depending on region and customer enviornment typically only 50-60% of the maintenance contracts gets renewed year over year, hence leading to potential revenue loss.

The biggest concerns are the contracts which have low dollar value but are large in volume. That's because the renewal process still remains largely manual and the cost of time and effort to close low dollar contracts are bigger than the contract value itself.

Yagna's Smart Renewal products makes this renewal process 100% automatic and zero touch. Yagna identifies these renewal opportunities and sends automatic notifications to the customers with the payment links. Customers can then make the payment online and renew their contract.

Yagna also enables end to end tracking of your renewals. You can assign these renewal opportunities as SmartLead to your sales team or your partners and track day to day progress on Yagna, which otherwise is very difficult to track.

Smart XSUS (Cross-Sell/ Upsell)

As a customer buys and utilizes your products over the years, you should be able to identify their requirements and should unlock opportunities to upsell/cross-sell additional products. However, unlocking these new business opportunities by sifting through thousands or even millions of records is humanly impossible. But there is Hope!

Yagna with its Smart XSUS product line does exactly that for you. All you have to do is to upload (or integrate) your historical sales data i.e. IB in Yagna and on a single click get Upsell / Cross-sell sale opportunities for your customers on your dashboard.

What more, you can also assign these opportunities as SmartLead to your sales team or your channel partners and track day to day progress on Yagna dashboard.

Yagna®

Yagna Distributor Suite

CPQ+ (Configure Price Quote)

In today's competitive age of rapid Digital Transformation, success is measured by the speed and the volume of revenue generation by an organization. What does it take, to win in the Digital Game?

Global sales leaders are streamlining their global organizations' practices and operations as part of digital transformation initiatives with the aim to increase sales effectiveness, margins, and revenue.

Are you still using older and manual ways to do your day-to-day jobs like creating spreadsheets for building quotes? Manual work is always error-prone and often requires too many reviews and revisions. Is it slowing down your process and progress?

It's time to revamp! Yagna's Configure Price & Quote (CPQ) solution is here to create faster quotes and proposals. Your sales reps and partners don't have to pull information from different spreadsheets to create quotes and proposals anymore.

Our innovative excellence has helped us reinvent the whole selling experience by applying Artificial Intelligence and Machine Learning to the selling process. Our intelligent CPQ software quickly guides the partners or customers through the product configuration, creates quotes and provides upsell and cross-sell recommendations.

Feature Set

A. Smart Cross-Sell/ Upsell and Renewal

- ✓ Single Sign On (SSO) integration

- ✓ Visually Analyze your data and build insightful report

- ✓ Announcements and promotion space for target audience

- ✓ Get product suggestions and create Good, Better, Best version of BOM

- ✓ Distributor branded one click proposal

- ✓ Create various quote versions to manage your sales iterations

- ✓ Local currency conversion, automatic conversion rate from Open Exchange and applied with your surcharge

- ✓ cNet for product information and attributes

- ✓ Goal Seek Pricing to help close your deals in certain Margin limit

- ✓ Local currency conversion, automatic conversion rate from Open Exchange and applied with your surcharge

- ✓ Share Quote with your team members for approvals/updates if any

Yagna®

Yagna Distributor Suite

- ✓ Export Quote in a predefined template in any of Excel, PDF, Word formats

- ✓ Terms & Conditions attached to the Quote

- ✓ Get info about quote expiry & notifications

- ✓ Territory and sales hierarchy based quote routing

- ✓ Team Management system to keep track of all team activities and performance

- ✓ Repository of all ongoing and older quotes

- ✓ Most selling , trending product, service, product family reports

- ✓ Generate reports for monthly/quarterly/yearly business analysis

- ✓ Customers and Partners not only get sales/renewal quotes but also they can close it with One click payment

- ✓ Identify and present Upsell/Cross-sell Options

- ✓ Zero Touch Renewal system to identify renewals send automatic quotes with payment links to the customers

- ✓ 100% Automated Renewal Quotes

- ✓ Identify and Co-term multiple contracts

- ✓ Renewal aided by Machine Learning and AI

- ✓ AI/NLP based YANA Chat Bot to Find Product, Compare Products, Get Quote, Find Contract

- ✓ Quick & Ready User Guide for reference while using the platform

- ✓ Repository of all ongoing and older quotes

B. CPQ+ (Configure Price Quote)

- ✓ Single Sign On (SSO) integration

- ✓ Guided selling to build quick cookie-cutter run rate quotes

- ✓ Visually Analyze your data and build insightful report

- ✓ Announcements and promotion space for target audience

- ✓ Multi-vendor product store/ portal

- ✓ Solution/ managed service bundle Creation using different products

- ✓ Get product suggestions and create Good, Better, Best version of BOM

- ✓ Support for Taxation while creating quotes

- ✓ Real time pricing from vendor

- ✓ Rule based auto discounts & margin

- ✓ Multi-region price lists with different currencies

- ✓ Multiple Pricing Schemes

- ✓ Different discounts based on partner/customer type/category

- ✓ Distributor branded one click proposal

- ✓ Intelligent Product Store with with Chatbot (Virtual Assistant)

- ✓ Distributor creating Quote on partner's behalf and then sharing with them

- ✓ Customer search integrated with vendor system

- ✓ Google maps for customer address

- ✓ Create various quote versions to manage your sales iterations

- ✓ Local currency conversion, automatic conversion rate from Open Exchange and applied with your surcharge

- ✓ cNet for product information and attributes

- ✓ Goal Seek Pricing to help close your deals in certain Margin limit

- ✓ Deal Reg on partner's behalf

Yagna Distributor Suite

- ✓ Single Sign On (SSO) integration

- ✓ Guided selling to build quick cookie-cutter run rate quotes

- ✓ Visually Analyze your data and build insightful report

- ✓ Get to analyze every business opportunity with the project status options like Abandoned, Draft, Quoted, Lost, Ordered etc.

- ✓ Share Quote with your team members for approvals/updates if any

- ✓ Export Quote in a predefined template in any of Excel, PDF, Word formats

- ✓ Terms & Conditions attached to the Quote

- ✓ Get info about quote expiry & notifications

- ✓ Territory and sales hierarchy based quote routing

- ✓ Team Management system to keep track of all team activities and performance

- ✓ Most selling , trending product, service, product family reports

- ✓ Generate reports for monthly/quarterly/yearly business analysis

- ✓ Built in connector for Salesforce & Microsoft Dynamics CRM

- ✓ Customer facing self-care portal with your pre-set discounting for run-rate customers

- ✓ Confirm orders to vendors/distributors

- ✓ Quick & Ready User Guide for reference while using the platform

Yagna®