

# Revolutionize Revenue Lifecycle Management

Empowering your revenue journey with integrated,  
**AI-driven Salesforce solutions.**



In today's complex business landscape, leaders across sales, finance, operations, legal, and IT face mounting challenges—from manual quoting and inconsistent pricing to data silos and compliance headaches. Disconnected systems and outdated processes hinder forecasting, contract management, and operational efficiency. To thrive, organizations need an integrated Revenue Lifecycle Management solution that unifies tools, automates workflows, and provides real-time insights. Brillio's Salesforce Revenue Lifecycle Management offering is engineered to overcome these challenges, streamlining processes and accelerating revenue growth across every function.

## Our Powerhouse Capabilities

### Product Catalog Management

Unified product catalog streamlines complex product management across multiple channels with headless API integration, accelerating time-to-market, ensuring consistent pricing, and reducing operational errors.

### AI Powered Pricing & Optimization

Einstein AI optimizes pricing in real-time by analyzing market trends and historical sales, ensuring automated margin calculations, consistent pricing across channels, and maximizing profit margins.

### Configure, Price, Quote (CPQ)

Our CPQ solution, powered by Einstein AI, accelerates quoting with optimal product configurations and pricing recommendations, while integrating seamlessly with contract and billing workflows.



### Contract Lifecycle Management

Our contract management solution accelerates contract creation through automated clause generation and real-time compliance checks, reducing delays and legal risks while integrating seamlessly with CPQ.

### Dynamic Revenue Orchestration

Our dynamic revenue orchestration automates fulfillment and revenue recognition, ensuring accurate multi-channel order processing with real-time visibility, reducing errors, and leveraging Einstein AI for efficiency.

### Asset Lifecycle Management

Asset lifecycle management offers a comprehensive view of customer assets, enabling renewals, upgrades, amendments while using AI-driven insights to identify upsell opportunities and reduce churn.

### Billing & Invoicing

Our billing and invoicing solution automates complex billing scenarios, leveraging Einstein AI to forecast payment behaviors, optimize collections, and manage adjustments from contract changes.

### Subscription & Renewal Management

Our subscription and renewal management automates the lifecycle, with Einstein AI predicting churn risk and suggesting renewal actions to boost retention and drive recurring revenue.

### Omni-channel Capabilities

Our Revenue Cloud solution delivers an omnichannel experience by unifying product configurations, pricing, and quoting across direct, partner, and self-service channels for seamless operations.

# Brillio's Accelerators for Salesforce Revenue Cloud

**RCA Readiness Framework:** Assess your current QTC landscape and readiness for RCA implementation with our comprehensive RCA Readiness Framework.

**Scenario Based Profiles & Templates:** Leverage scenario-based profiles and tailored templates to address key stakeholder needs and streamline every business process.

**RCA Migration Accelerator:** Migrate data from legacy systems to RCA swiftly and efficiently with our specialized RCA Migration Accelerator.

**Business Training & Adoption Templates:** Accelerate change management and ensure rapid adoption with our robust business training and train-the-trainer templates.

**Outcomes Based Measurement Framework:** Measure the effectiveness of RCA investments with our KPI-driven, outcomes-based measurement framework.

**Process & Code Accelerators:** Reduce implementation costs and timelines with our Talend-based process and code accelerators for seamless CPQ to RCA data migration.

## Agentforce for Revenue Cloud

Brillio's integration of Agentforce into our RCA accelerators delivers real-time insights and process efficiencies across every function:

**Sales:** Quickly create deals with bundled products and accessories, and effortlessly add optimized discounts without needing approvals—accelerating deal closures.

**Contracts:** Streamline contract management with instant redline summaries, swift redline approvals, and automated clause creation for enhanced compliance.

**External (Partners, Customers):** Empower partners and customers to create orders, monitor outstanding invoices, and view pending payments, fostering complete transparency.

**Operations:** Enhance operational oversight by flagging orders stuck in fulfillment, tracking approvals pending over five days, and automating the application of outstanding invoice payments.

Brillio's Salesforce Revenue Lifecycle Management solution is designed to modernize your revenue processes, drive operational excellence, and enable scalable growth—empowering every stakeholder along the revenue journey.





## ABOUT BRILLIO

Brillio is one of the fastest growing digital technology service providers and the partner of choice for many Fortune 1000 companies seeking to turn disruptions into competitive advantages through innovative digital adoption. We help clients harness the transformative potential of the four superpowers of technology: cloud computing, Internet of Things (IoT), artificial intelligence (AI) and mobility. Born digital in 2014, we apply our expertise in customer experience solutions, data analytics and AI, digital infrastructure and security, and platform and product engineering to help clients quickly innovate for growth, create digital products, build service platforms, and drive smarter, data-driven performance. With 17 locations across the US, the UK, Romania, Canada, Mexico, and India, our growing global workforce of 7,000 Brillians blends the latest technology and design thinking with digital fluency to solve complex business problems and drive competitive differentiation for our clients. Brillio was certified by Great Place to Work® in 2021, 2022, 2023, and 2024.



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