

A I O P S . D™

a Deloitte Business

Autonomous Quote to Cash

The microsolutions span the entire quote-to-cash lifecycle, from smart selling, predictive pricing, autonomous renewals, and cash collection in real-time.

Generate insights for decision-making and enhance the procure-to-pay lifecycle, from historical pricing analysis to root-cause assessments – all in real-time.

Potential Benefits

5-10%
reduction in churn, resulting in better customer experience & automated renewals

3-5%
increase in total contract value by using a mix of AI models

30-40%
reduction in processing time to prepare renewal quotes

20-30%
improvement in time spent on closing deals

Representative Challenges

Significant manual steps in the selling process to identify what is already sold and what additional products/services can be offered

Contract renewal takes fairly long time to create a new quote and multiple handoffs between functions

Limited ability to cross-sell and up-sell products and services

Price determination is based on pre-defined business rules and price lists and doesn't account for customer satisfaction, product usage, and other parameters

No standard process for mid-cycle renewals and/or additional product/services sale

Accuracy of a quote is largely reliant on the experience of sales rep/contract admin

Impactful Potential Benefits

AI/ML Smart Quote generation capability based on autonomous intelligence

Autonomously activate subscription in ERP and renew subscription for customers; customer receives automated confirmation of successful renewal

AI/ML-based smart recommendations for additional SKUs, quantities, and pricing

Predictive pricing eliminates the need for complex pricing lists and discounting rules

Continuous recommendations for Sales rep and Contract admins

End-to-end autonomous QTC process leveraging AIOPS.D platform and data from ERPs

Autonomous Quote to Cash Microsolutions

 Contract Renewals

 Usage Based Billing

 Order to Cash Lifecycle Management

 Autonomous Receivables Management



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For more information: [AI-Fueled Microsolutions | Deloitte US](#)