

# Quick Tips for a Successful Quote-to-Cash Implementation

Architecting and launching a full quote-to-cash solution is no small feat. The ability to accommodate your customers' needs in today's digital landscape requires more than a simple tweaking of your internal processes; it requires total transformation of the way you do business. The goTransverse and CloudSense teams have been there, done that. We've seen the common (and uncommon) pitfalls. We've put together these tips to keep in mind to help ensure a successful implementation for you and your team.

## Quick Tips for a Successful Implementation

- ✓ Everyone wants to get going quickly. Spend time setting up the project before jumping directly into development.
- ✓ Make sure all parties agree on what constitutes success of the project. This makes future decisions and discussions easier when it relates to these criteria.
- ✓ Have a strong definition around how your project will function in terms of delivery.
- ✓ Make sure you plan adequate time around all delivery lifecycle components.
- ✓ Start today to formulate a data migration team and strategy that is supplemental to the delivery of your Q2C solution.
- ✓ Plan on mapping data as early as possible so that you are aware of challenges that will arise with legacy data moving to a new system.
- ✓ Q2C Programs touch processes and systems across an entire organization, ensure all parties are represented.

To learn more about how goTransverse and CloudSense can help you find success with a quote-to-cash solution, please visit [www.goTransverse.com](http://www.goTransverse.com)