



CIRCLES OF SUCCESS SESSIONS

SESSION	SESSION DESCRIPTION
Session 1: Upgrade Best Practices for Apttus Products and Solutions	Are you looking to take advantage of the latest “out of the box” functionality while utilizing customizations for only unique requirements? Hear from the experts on how to efficiently identify, assess, and prioritize steps for successful upgrades over the lifetime of a Quote-to-Cash solution.
Session 2: Contracting Success in Healthcare and Life Sciences	Learn how you can utilize contract management to bridge the gap between supply and demand chains in HLS to reduce IT spend and other operating costs. Discuss with industry experts and your peers in HLS the type of strategies you can employ to breakdown silos in the contracting process across sales and procurement, create standardization and improve compliance.
Session 3: Approvals Best Practices	Discussions on how you have leveraged Approvals with Apttus to drive controls, visibility, management, etc. Share your lessons learned or learn from others on Approvals best practices.
Session 4: Measuring your Effectiveness - CPQ Metrics and KPIs	Discussion on CPQ metrics and Key Performance Indicators that you have defined to track and measure success. Which KPIs helped you drive efficiency, effectiveness, productivity or any business objective that you defined upfront?
Session 5: Measuring your Effectiveness - CLM Metrics and KPIs	Discussion on CLM metrics and Key Performance Indicators that you have defined to track and measure success. Which KPIs helped you drive efficiency, effectiveness, productivity or any business objective that you defined upfront?
Session 6: Readiness and Change Management for Implementing Apttus Solutions	Learn best practices on how to prepare your organization for the business transformation with invoices people, processes and technology solutions. Communication, end-user training sessions, hyper-care support, adoption, and business alignment are key elements to be considered as part of your readiness and change management.
Session 7: Catalog and Product Management	How to design Apttus CPQ for scalability, maintainability, and flexibility through product and SKU design. Learn how Apttus works in the PLM lifecycle, and which option, bundle, or attribute designs should be used and for which situations.
Session 8: Integration & Implementation with ERPs	Discuss key best practices and issues with integrating Apttus with ERPs. Topics include: product and pricing master, set-up, synchronization and CPQ to ERP integration.