



REVENUE CLOUD, QUOTE-TO-CASH

Readiness

A decision and a plan for quote-to-cash — before anyone configures anything.

TIER 1

Snapshot

\$6,500

1 to 2 weeks

TIER 2

Most popular

Full Assessment

\$10,500

3 weeks

TIER 3

Decision Blueprint

\$15,500

4 to 5 weeks

Deliberately not an implementation

Quote-to-cash programmes fail expensively when they begin before anyone has agreed what the process should be. These engagements produce a decision, a target model and a costed plan. No production configuration is included at any tier, and that is the point — the output is what makes a later implementation safe to price.

Brysa Limited

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What you will have at the end

A Brysa Revenue Cloud Readiness engagement maps how your organisation actually quotes, prices, contracts and bills today, sets out a realistic target model, and tells you what it would take to get there.

A maturity picture

Where quote-to-cash stands today, function by function.

The real risks

Where complexity, data or process would derail a build.

A target model

A future-state design your stakeholders have agreed on.

An MVP definition

The smallest first phase that delivers real value.

A costed roadmap

Phases, dependencies and an indicative implementation cost.

A business case

Something you can take to a board, at the top tier.

Included in every tier

- Kick-off and confirmation of the functions and processes in scope
- Structured stakeholder discovery across the quote-to-cash lifecycle
- Maturity assessment against the Brysa quote-to-cash framework
- A written findings report in plain language, aimed at decision-makers
- A recommended next step with an indicative or firm implementation estimate
- A findings walkthrough with your nominated stakeholders

No configuration at any tier

These engagements are non-production. Brysa will not configure, build or change your Salesforce org as part of a readiness engagement. Where a proof of concept is genuinely needed to answer a question, it is scoped and priced separately in a sandbox.

Choose your depth

Start with the tier that matches the decision you need to make. Snapshot tells you whether to proceed; Full Assessment is the standard engagement; Decision Blueprint produces everything needed to fund and start a programme.

CAPABILITY	TIER 1 · SNAPSHOT	TIER 2 · FULL ASSESSMENT	TIER 3 · DECISION BLUEPRINT
Fixed price	\$6,500	\$10,500	\$15,500
Best fit	Deciding whether to look at Revenue Cloud at all	Committed to a programme, need the shape of it	Need to fund, plan and start a programme
Stakeholder discovery	Up to 4 hours	Up to 10 hours	Up to 18 hours
Functions covered	Quoting and pricing	Quote, price, contract, order and billing handover	Full quote-to-cash including revenue treatment
Current-state process maps	Headline summary only	Up to 4 process maps	Up to 8 detailed process maps
Maturity assessment	Included	Included	Included, with benchmarking commentary
Product and pricing complexity review	Headline only	Included	Included, with worked pricing scenarios
Data and integration review	Not included	Dependency view	Detailed dependency and integration view
Future-state target model	Not included	Included	Included, with option comparison
MVP recommendation	Indicative	Defined MVP scope	Defined MVP with work packages
Requirement backlog	Not included	Not included	Prioritised backlog
Implementation roadmap	Not included	Phased roadmap	Phased roadmap with dependencies and sequencing
Executive business case	Not included	Not included	Included
Implementation estimate	Indicative range	Indicative implementation estimate	Costed work packages
Findings walkthrough	1 session	1 session	2 sessions including an executive session
Follow-up period	10 working days, up to 2 hours	15 working days, up to 4 hours	20 working days, up to 6 hours
Typical duration	1 to 2 weeks	3 weeks	4 to 5 weeks

All limits are maximums within the fixed-price package and are confirmed in the configuration workbook after discovery.

TIER 1

Snapshot

\$6,500

A focused read on how you quote and price today, and whether a quote-to-cash programme is worth pursuing now.

Typical delivery: 1 to 2 weeks

WORKSTREAM	WHAT BRYSA WILL DELIVER	INCLUDED LIMIT
Discovery	— Stakeholder discovery totalling up to 4 hours across sales and commercial functions — Confirm the products, pricing approaches and quoting routes in use today — Identify the pain that is prompting the question	4 discovery hours
Current-state review	— Headline summary of how quoting and pricing work today — Identification of manual steps, workarounds and known failure points — Headline review of product and pricing complexity	Quoting and pricing
Maturity and risk	— Maturity rating against the Brysa quote-to-cash framework — The key risks that would affect any implementation — Clear statement of whether the organisation is ready to proceed	1 maturity rating
Recommendation	— Recommended next step, which may be to wait or to address prerequisites first — Indicative cost range for a future implementation — One findings walkthrough with your nominated stakeholders	1 findings report 1 session
Follow-up	— Ten working days of remote follow-up for questions arising from the findings — Up to 2 hours within that period	10 working days 2 hours

Full Assessment

\$10,500

The standard engagement. Current state, target model and a defined MVP with a phased roadmap.

Typical delivery: 3 weeks

WORKSTREAM	WHAT BRYSA WILL DELIVER	INCLUDED LIMIT
Discovery	— Stakeholder discovery totalling up to 10 hours across sales, commercial, finance and operations — Confirm the functions in scope from quoting through to billing handover — Agree the decision the assessment needs to support	10 discovery hours
Current-state mapping	— Up to 4 process maps covering the agreed quote-to-cash functions — Documented manual steps, controls, approvals and handover points — Product catalogue and pricing complexity review	4 process maps
Data and dependencies	— Dependency view covering data, integrations and upstream or downstream systems — Identification of the dependencies that most affect implementation risk	1 dependency view
Future-state model	— Target operating model for the agreed functions — Where standard Salesforce capability fits and where it does not — Clear statement of what would need to change in the business, not just the system	1 target model
MVP and roadmap	— Defined MVP scope representing the smallest valuable first phase — Phased implementation roadmap beyond the MVP — Indicative implementation estimate for the MVP and subsequent phases	1 MVP definition 1 roadmap
Report and follow-up	— Written findings report aimed at decision-makers — One findings walkthrough with your nominated stakeholders — Fifteen working days of remote follow-up, up to 4 hours	1 session 15 working days

Decision Blueprint

\$15,500

Everything needed to fund and start a programme: detailed maps, a prioritised backlog, costed work packages and a business case.

Typical delivery: 4 to 5 weeks

WORKSTREAM	WHAT BRYSA WILL DELIVER	INCLUDED LIMIT
Discovery	— Stakeholder discovery totalling up to 18 hours across all quote-to-cash functions — Executive alignment session on objectives and constraints — Agree evaluation criteria for the options to be compared	18 discovery hours
Current-state mapping	— Up to 8 detailed process maps across the full quote-to-cash lifecycle — Worked pricing scenarios covering the most complex commercial cases — Control, approval and revenue treatment review	8 process maps
Data and integration view	— Detailed dependency and integration view across systems and data domains — Assessment of data readiness for migration and ongoing operation — Identification of integration patterns and their relative risk	1 detailed view
Future-state and options	— Target operating model with a comparison of realistic implementation options — Trade-offs stated plainly, including the option of not proceeding — Recommended option with the reasoning set out	1 option comparison
Backlog and work packages	— Prioritised requirement backlog for the recommended option — Implementation work packages with costed effort and sequencing — Dependency map showing what must happen before what	1 backlog Costed packages
Business case	— Executive business case covering cost, benefit, risk and timeline — Assumptions stated explicitly so they can be challenged — Board-ready summary	1 business case
Report and follow-up	— Written findings report and executive summary — Two walkthroughs, including one executive session — Twenty working days of remote follow-up, up to 6 hours	2 sessions 20 working days

Add-ons and ongoing care

Where the scope needs to stretch, these items can be added at a fixed price and confirmed in the Statement of Work.

Fixed-price add-ons

ADD-ON	FIXED PRICE	TYPICAL EFFECT ON TIMELINE
Additional business unit or region reviewed	\$1,900	+3 to 4 days
Additional 2 process maps	\$1,300	+2 days
Sandbox proof of concept for one question	\$1,900	+3 days
Additional executive or board session	\$1,000	No change
Vendor or option evaluation against defined criteria	\$1,000	+1 to 2 days
Additional stakeholder workshop (2 hours)	\$700	+0.5 day

Add-on prices are the same whether agreed at Statement of Work stage or raised during delivery, and are invoiced with the second instalment.

How the assessment runs

Brysa follows a fixed sequence so the engagement produces a decision rather than an open-ended discovery exercise.

1	2	3	4	5
Frame	Discover	Map	Model	Decide
Agree the decision the assessment needs to support.	Interview stakeholders across the quote-to-cash lifecycle.	Document current state, complexity and dependencies.	Define the target model, MVP and roadmap.	Present findings and agree the recommended next step.

Typical timetable

PERIOD	SNAPSHOT	FULL ASSESSMENT	DECISION BLUEPRINT
Week 1	Frame, discover and review	Frame and discover	Frame, executive alignment and discover
Week 2	Report and walkthrough	Map current state and dependencies	Discovery and current-state mapping
Week 3	Not applicable	Model, roadmap, report and walkthrough	Options, target model and backlog
Weeks 4 to 5	Not applicable	Not applicable	Work packages, business case and walkthroughs

When the clock starts

The engagement begins once the Statement of Work is signed, the nominated decision-maker is confirmed, the stakeholders required for discovery have been identified with dates held in their diaries, and any existing process or pricing documentation has been supplied. Stakeholder availability is the most common cause of delay on these engagements.

Decision and feedback cadence

- Brysa records all findings and decisions in the assessment workbook.
- Draft findings are shared before the walkthrough so stakeholders can react in advance.
- The client provides one consolidated response to the draft findings.
- Requests beyond the agreed scope are priced from the add-on menu where applicable.

Definitions and responsibilities

These definitions keep the fixed price clear and make explicit that the deliverable is a decision, not a configured system.

TERM	WHAT IT MEANS IN THIS PACKAGE
Process map	One documented end-to-end flow for one agreed process, showing steps, actors, systems, controls and handover points.
Target operating model	A future-state design covering process, data, roles and system responsibilities. It is a design, not a configuration.
MVP	The smallest first implementation phase that delivers standalone business value and can be built within a bounded scope.
Work package	One bounded unit of implementation work with a costed effort estimate and stated dependencies.
Requirement backlog	A prioritised list of requirements for the recommended option, ordered by value and dependency.
Implementation estimate	A cost estimate for a subsequent implementation. Indicative at Snapshot and Full Assessment; costed by work package at Decision Blueprint.
Non-production	No configuration, build or change is made to any Salesforce org during the engagement.

What Brysa needs from you

- A nominated decision-maker empowered to approve scope and direction
- Identified stakeholders across sales, commercial, finance and operations
- Diary commitments held for the agreed discovery sessions
- Existing process, pricing and product documentation where it exists
- Read access to relevant systems where a demonstration of current state is needed
- Sample quotes, contracts and pricing scenarios covering the complex cases
- Willingness to have the difficult conversations the assessment will surface
- One consolidated response to the draft findings

What is not included

This is a non-production engagement. The following sits outside all three tiers unless expressly added to the Statement of Work.

- Salesforce, Revenue Cloud or third-party licences and subscription fees
- Any configuration, build or change to a production Salesforce org
- Implementation of CPQ, billing, contracts or any quote-to-cash capability
- Data migration, cleansing or product catalogue construction
- Integration development, middleware or API work
- Commercial or pricing strategy consulting beyond documenting current complexity
- Legal review of contract terms, revenue recognition policy or audit positions
- Vendor selection beyond comparison against criteria you define
- Change management, training or organisational design delivery
- Any guarantee that the estimated implementation cost will not change if scope changes

Support, defects and additional requirements

AREA	HOW IT IS HANDLED
Included follow-up	Remote support during UK business hours for questions arising from the findings, limited to the stated allowance and period.
Clarification	A question about what the findings mean or how a recommendation was reached. Answered at no additional cost within the follow-up period.
Additional analysis	A request to review objects, sources or processes beyond the agreed scope. Priced from the add-on menu or quoted separately.
Remediation	Any change to configuration or data. Never included in an assessment; delivered as a separate engagement or through the Remediation tier.
Client delay or pause	Delivery dates move where access, information or stakeholder availability is delayed. An engagement paused for more than 20 working days may require re-planning.

Commercial terms and next steps

TERMS	
Fixed prices	Snapshot \$6,500 · Full Assessment \$10,500 · Decision Blueprint \$15,500
Credit on proceed	The fee is credited in full against a Revenue Cloud implementation commenced with Brysa within 90 days of the findings being issued.
Payment	50% on commencement and 50% on issue of the findings report.
Deliverable	The deliverable is the findings report and recommended next step. A recommendation not to proceed is a complete deliverable.
Non-production	No configuration or change is made to any Salesforce org during the engagement.
Acceptance	The engagement is accepted on delivery of the findings walkthrough, or five working days after the report is issued if no material issue has been raised.
Validity	All prices are in US dollars and are the total professional services fee for the agreed scope. Valid for 60 days from the date of issue.

Select the right starting point

Snapshot

Choose this when you need to know whether a quote-to-cash programme is worth pursuing now.

Full Assessment

Choose this when you are committed and need the target model, MVP and roadmap.

Decision Blueprint

Choose this when you need a costed plan and a business case to secure funding.

Let us confirm the right starting point

Every assessment begins with a short, no-obligation call. It takes about thirty minutes and confirms three things: which tier matches the decision you need to make, which functions belong in scope, and which stakeholders we would need access to before the clock starts.

Next step

Brysa will hold a short suitability call to confirm the tier, the functions in scope and the stakeholders required. We will then issue the Statement of Work and agree the start date.

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This document describes Brysa's standard Revenue Cloud Readiness Assessment packages. The signed Statement of Work governs the engagement.