

Siemens Achieved Consistency and Scalability with QorusDocs Value Management software

With QorusDocs Value Management software, Siemens Digital Industries Software embedded a structured, standardized value selling approach into its sales process, replacing inconsistent Excel based business cases with a collaborative, customer facing platform that quantifies impact in real time.

Since adopting QorusDocs Value Management software, Siemens DI has transformed how it builds and delivers business cases. What once took weeks can now be delivered within a day, sometimes even an hour. Business cases are now an expectation for new products and services, supporting a broader cultural shift from product and feature led pitches to value driven, enterprise level conversations. Other advantages include:

- Standardised and scalable business case creation across teams
- Faster turnaround from initial conversation to customer-ready value proposition
- Stronger customer collaboration through interactive, transparent value modelling
- A clear cultural shift toward value led selling embedded across the organisation

Before QorusDocs Value Management software: The Challenge

Before using QorusDocs Value Management software, Siemens DI would typically use Excel-based tools to create business cases that they would then try to modify and present to the customer in PowerPoint and Word documents. However, these outputs were not the same business cases that they create today; they would include qualitative benefits that were not measured with monetary values, as well as some customer references.

These types of tools were generally used internally, so the team would have very little collaboration with the customer about the value they could achieve using Siemens products. There were occasions where the solutions that the team were selling required input from the customer, so they would need to try and walk the customer through complicated Excel documents.

One of the key challenges that Siemens DI faced was that they did not have a structured value-based approach within the business. Every salesperson and consultant would have their own way of generating a business case which meant their approach was not consistent, scalable, or comparable. Following an internal recommendation from a Sales Director within Siemens, and a desire to move away from traditional technical led expertise to an enterprise level focus, the team decided to engage with QorusDocs.

The Solution

In 2020, Siemens Digital Industries Software started their journey with QorusDocs. Within 4 weeks, Siemens DI had a customised version of QorusDocs Value Management software that included benefits that were aligned to their products, the industries they were selling to, as well as the conversations they were having with customers.

Value-based selling was something that the team were aware of, and it was used here and there, however actively promoting it within their sales cycle to customers was a new concept, therefore they decided that training would be beneficial to them. This training consisted of one online session, as well as a full day on-site workshop. During this time the team were taken through the key features and benefits of QorusDocs Value Management software, best practices, as well as value-based selling theory. The sessions were interactive which meant the team could ask questions and any potential reservations or nervousness could be addressed.

Today, the main users of QorusDocs Value Management software are primarily sales and pre-sales teams. The presales consultants will usually customise the business case with customers and then the sales team will deliver the sales pitch and the value case to the customer. For future usage, Siemens DI are looking at

how the QorusDocs Value Management software could also be utilised within the Customer Success team so they can evaluate how their products are performing after implementation.

QorusDocs enabled Siemens DI to have a standardised value selling process and it's now an expectation that new products and services have business cases associated with them. It would previously take them weeks to create a business case where as now, with the correct methodology and tools they can deliver a value proposition to their customer within a day, sometimes even an hour!

What is your favorite QorusDocs Value Management software feature?

"My favorite feature would be the real time updates we can see in the ROI calculations. Seeing how value and cost really correlate in terms of the ROI metrics and then present values, seeing that shift in real time within QorusDocs Value Management software is actually quite cool and gives us more flexible to the customer's needs and also pricing our solutions more appropriately."

What are the reasons you recommend QorusDocs?

"I would recommend QorusDocs primarily because of the value generating aspects that the business brings. They're focused solely on providing value driven use cases. And while all businesses think they have an aspect of generating in-house value, while you're making these Excel sheets and all these PowerPoints, having a software that lets you take your customer along that journey of discovering value within their account, within their processes and using our solutions. I think that's probably the most valuable aspect we have seen from QorusDocs."



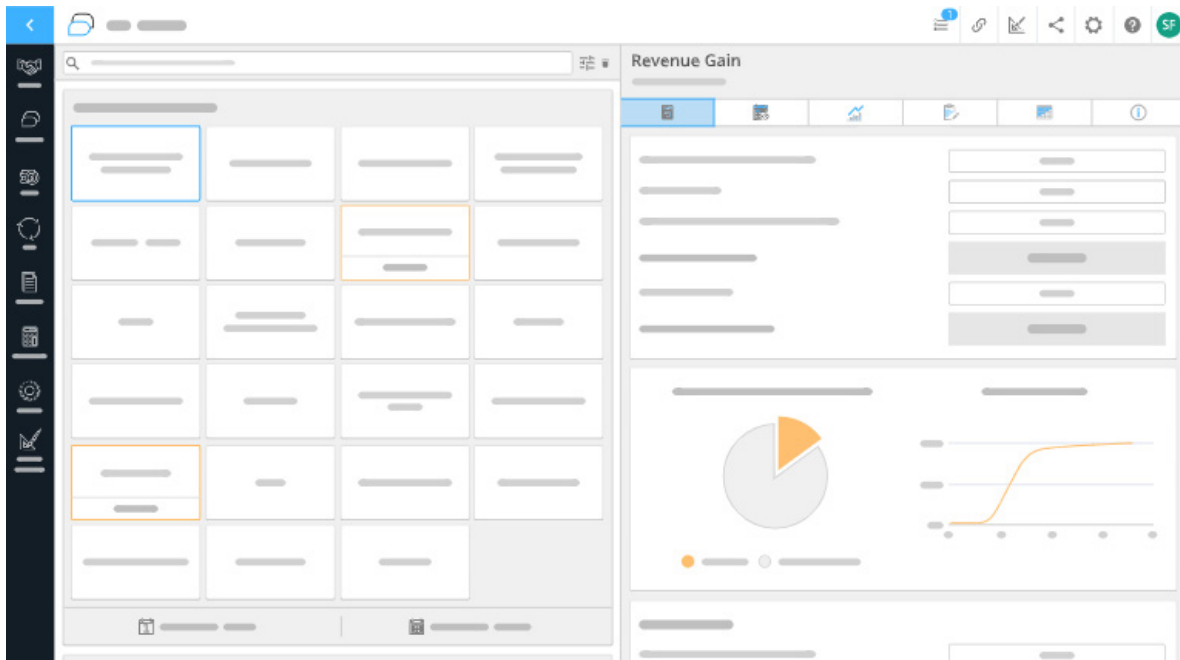
"I would say QorusDocs Value Management software definitely helped us overcome challenges in terms of having a standardised way of creating business cases and that's more prevalent in the business now and it's more expected for all of our new products and solutions to actually have a business case associated with them. So, seeing that culture shift from product and feature led, pitches to more value driven solutions, and customer presentations overall has been quite nice to see with QorusDocs Value Management software."



Arbaz Khan
Global Sales Accelerator
Siemens Digital Industries Software

About Siemens Digital Industries

Siemens Digital Industries Software help organizations of all sizes digitally transform using software, hardware, and services from the Siemens Xcelerator business platform. The Siemens Xcelerator business platform and the comprehensive digital twin enable companies to optimise their design, engineering, and manufacturing processes to turn today's ideas into the sustainable products of the future. From chips to entire systems, from product to process, across all industries. Visit: www.siemens.com



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