

# 3 Common Challenges of SaaS Configuration Changes

## Numerous Changes Increase Proposal Turn-Around Time

With increasingly-complex SaaS solutions, engineers need more detailed information from sales to get a handle on what must be included in each quote. This can drag out the sales process and cause a customer to go elsewhere.



## Seemingly Minor Changes may Lead to Big Problems



What's the difference between 500 and 525 phones if that's what's needed to make the sale? Without the engineer's knowledge the configuration change can impact licenses, network integrity, and other technical aspects of the SOW and degrade service quality.

## Inaccurate Configurations due to Manual Processes

If configuration management is manual, ensuring engineers are working off of the right information can be a challenge. Half the time, services go into effect with configurations that don't match the services promised to a customer.



## Why You Should Care

**\$95 Billion**

The value of today's Software-as-a-Service Industry

**73%**

Companies shifting applications almost entirely to SaaS by 2020

## Smart Automation is the Solution

CorsPro's SalesDoc Architect uses Smart Automation to ensure configuration challenges are a thing of the past. Using workflows and customized rules, sales knows what questions to ask; last-minute changes flow through to affected areas such as licenses, professional services, and labor; and customers are happy because they know exactly what they are getting.

All done quickly, seamlessly and at better margins.

Learn how SalesDoc Architect helps you overcome these challenges and more. [Contact us](#) and we'll show you how it works.