Cognizant and Conga team up to transform Revenue Management

Cognizant has entered into a partnership agreement with Conga that will focus on revolutionizing revenue lifecycle management for businesses across industries. This collaboration brings together Cognizant's expertise in revenue management and Conga's cutting edge Revenue Lifecycle Management offering to drive revenue modernization and transformation for joint customers.

To remain competitive, businesses must focus on the customer experience throughout the revenue lifecycle. Together, Cognizant and Conga aim to help clients take advantage of tools like AI, intelligent automation and predictive analytics that can help address the technology, process and people-related challenges holding businesses back from delivering the services their customers expect.

The alliance is expected to offer strategic advantages for joint clients, enabling them to adopt innovative technologies to improve their revenue management capabilities and transform the way in which they strategize, implement, and capitalize on modern monetization strategies.

“Cognizant and Conga are poised to deliver game-changing solutions that drive transformative outcomes for our clients, said Derek Magnusen, Head of Revenue Management, Cognizant Enterprise Platform Services. “By leveraging our combined expertise, we are ready to tackle common challenges and navigate the evolving lead-to-revenue landscape.”

The partnership between Cognizant and Conga is a strategic initiative intended to elevate the state of revenue lifecycle service offerings available in the market, improve client satisfaction, and drive revenue growth for businesses by tapping into new digital transformation opportunities. It reflects both companies' dedication to addressing complex business challenges and delivering significant value to clients.

"Together, Conga and Cognizant aim to provide organizations with the tools and insights needed to drive operational efficiency and enhance their overall business performance,” said Scott Owen, Global Vice President of Alliances and Partnerships at Conga. “This strategic partnership marks an exciting step forward in our commitment to empowering businesses with intelligent automation."

To learn more about Cognizant’s Revenue Lifecycle Management solutions, visit here.

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