



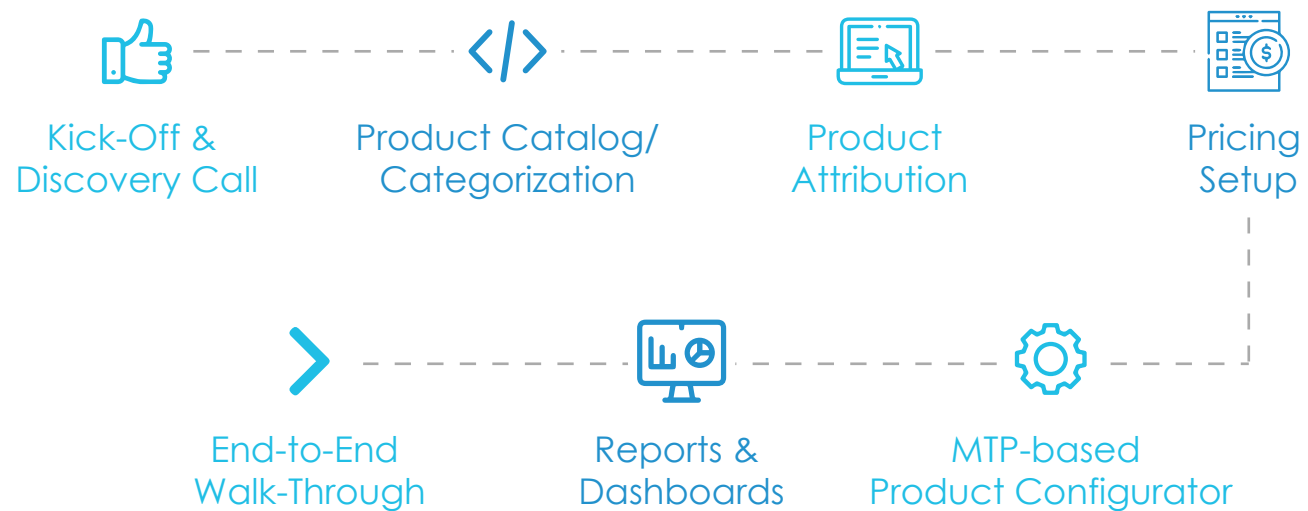
CPQ

Transform your quote-to-cash process, and provide your sales team with the right tools to deliver valuable business output.



CPQ QUICKSTART PACKAGE

CPQ is a revenue-driven Salesforce cloud that helps you maximize your ROI, close deals faster, reduce financial risk, and turn transaction data into insights.



PRICE
\$16,000



DURATION
10-WEEKS

PREREQUISITES

- Customer to provide courtesy/temporary login access
- Customer to provide business overview and product requirement overview
- Complete Sales Cloud setup from lead to products configuration

Two Weeks Project Duration Components

Discovery & Solution Designing	Requirement gathering and comprehensive solution design
Implementation	Features to help you start your cloud flow
User Acceptance Testing	Functionalities approvals
Deployment	Deploy the functionalities to the production environment
Training & Documentation	One complimentary remote training session with documentation
Post Deployment Support	Post go-live support

What's Included?

Core CPQ feature setup

- Package installation
- Package settings configuration

Analyze business and identify unique product families applicable for business flows

Map products with attributes to support multiple configurations of same product

Connect products with their corresponding price books

Quote, quote line and quote documents page layout updates

Product configurations

- Product import/updates
- Upto 5 price book setup
- Product feature setup
- Product option setup
- Upto 10 product rules

Pricing and discounting rules

- Upto 10 subscription and contracted pricing

Approvals processes

- Single-stage quote approvals based on approval rules

Upto 3 quote templates

- Branded proposals (customizable templates)
- Includes quotes, contracts, terms & conditions, and additional documents

Renewals and contracts

- Create & deliver executable contracts with a click
- Automate renewal opportunities & quotes

ADDITIONAL ITEMS



Guided Selling
(Cross-sell & up-sell opportunities)



Complex Pricing Options



Document Generation
(Conga Composer/ DrawLoop/SpringCM)



Integration with E-Signature
(DocuSign/CongaSign/ AdobeSign)



Order Management
(Generate orders in Salesforce for fulfillment, billing or other downstream processes)



Invoice
(Automate invoicing process)



Subscription Billing
(Setup subscriptions to auto-renew & manage services that are billed on recurring basis)



Integrations
(ERP Integration with other billing applications)



Data Migration
(Migrate pre-existing contracts to amend/renew using Salesforce CPQ)