Sell Faster with CPQ Powered by the #1 AI CRM

Accelerate sales with seamless CRM-integrated CPQ, empowering quick, precise Quotes and reducing business risks with built-in controls and compliance.

1

Provide Structure and Guardrails for Reps

Help reps select the right products & services with a step-by-step configuration wizard.

2

Generate Quotes with One-Click

Create accurate, branded quotes in one click with options to hide or reveal discounts and quote lines.

3

Expand with New Revenue Models

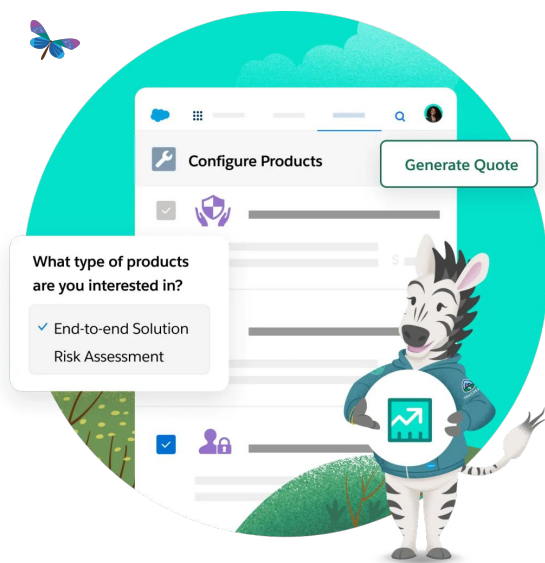Meet customer and market demands by introducing new revenue models into your business.

4

Automate Renewals

Reduce churn by proactively generating renewal quotes and sending them to customers, including mid-term changes.

5

Streamline Contract Amendments

Facilitate upsells and cross-sells by streamlining the process for add-ons, swaps, and upgrades.

Configure Products

Generate Quote

What type of products are you interested in?

✓ End-to-end Solution
  Risk Assessment

"Before Salesforce, processing 300+ quotes would take three times the time we take today, and many additional resources. Now, we've already recorded a 50% increase in efficiency in our processes."

Nitish Kumar CEO, Sectona

⚡ sectona

Watch the <u>demo</u> to see how you can unleash growth with Revenue Cloud.

Contact us to learn more: 1-800-667-6389

How Can You Sell Faster With Salesforce CPQ?

Simplify Configure Your Product Catalog

- Configure and launch any revenue stream by consolidating various sales channels into a unified source
- Ensure accurate quoting with product rules, and customizable product configurations
- Increase your cross-sell and upsell revenue by creating product bundles to promote new products and unload inventory

Protect Revenue with Pricing and Discount Controls

- Maintain accuracy and compliance with unified pricing
- Ensure pricing flexibility while safeguarding margins, enabling sales reps to easily determine expected margins
- Meet customer budgets by streamlining the approval processes.

Generate Accurate Quotes Faster with Guided Selling

- Streamline your sales cycle with unified quoting for all product and service types
- Maintain consistency with pre-approved templates

Reduce Time to Close Deals with Automated Approvals

- Maintain compliance with approval rules
- Reduce deal friction with automated cross-functional approval chains and parallel or dynamic workflows
- Close deals faster with advanced approvals in Slack

Promote Usage-Based Pricing and Services

- Meet customer varied needs with flexible pricing models
- Support consumption pricing for all kinds of service
- Configure units of usage and setup different pricing rates based on usage volume

Improve Contract Renewals and Amendments

- Give customers the flexibility to easily amend contracts anytime
- Accelerate upsells and cross sells with quoting for amendments like add-ons, swaps, and upgrades
- Reduce churn with automated customer communications like renewal quotes and mid-term change notifications

CPQ Pricing

Choose a CPQ edition that fits your business needs.

CPQ

Get basic configure, price, and quote software for direct sales.

$75 user / month**

USD (billed annually)

- Configuration, Pricing, and Quoting
- Enhanced Product Catalog
- Out-of-the-Box Pricing Methods

CPQ+

CPQ functionality plus doc generation, advanced approvals, CALM, advanced order management, and more.
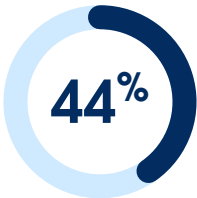
$150 user / month

USD (billed annually)

- Advanced Approvals and Order Management
- Usage-Based Pricing
- Document Generation

Quest

Trailblazer Story:

How Quest Improved Customer Experience by Unifying Data

44%

44% reduction
Reduction in number of price books

35%

35% reduction
Reduction in time to quote

Highlights

- Improve forecasting accuracy with unified data
- Reduced time to create quote
- Enabled volume based pricing
- Provided visibility into consultant scheduling and allowed self-scheduling to close faster

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