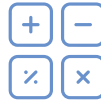


# Next Generation CPQ by Salesforce



Select & Configure



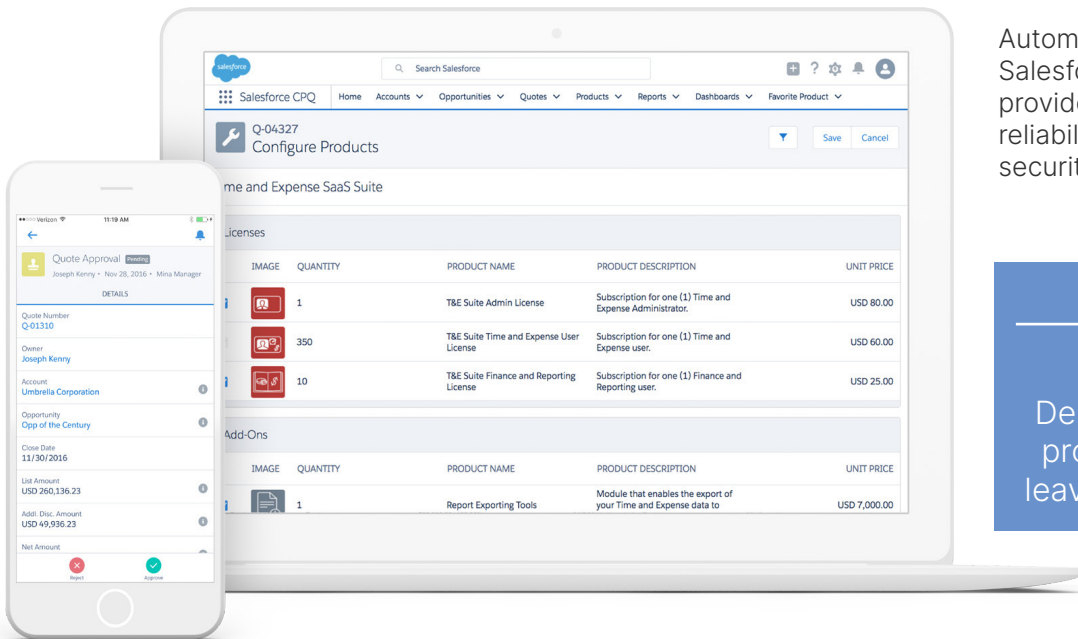
Price & Quote



Propose & Contract

Salesforce CPQ automates the last stretch of the sales cycle to give you greater efficiency, higher win rates, and improved revenue. Correctly configure products, control pricing, maximize crossselling and upselling, and deliver quotes fast. All this, in the world's #1 CRM so you get immediate visibility and insights from every part of the sales process.

## Quotes, Proposals, and Invoices Anytime, Anywhere, on Any Device



Automated CPQ, powered by Salesforce Lightning, provides the same interface, reliability, scalability, and security you've come to love.

Deliver quotes and proposals without leaving Sales Cloud.

# Next Generation CPQ by Salesforce

## How it Works

### Select & Configure

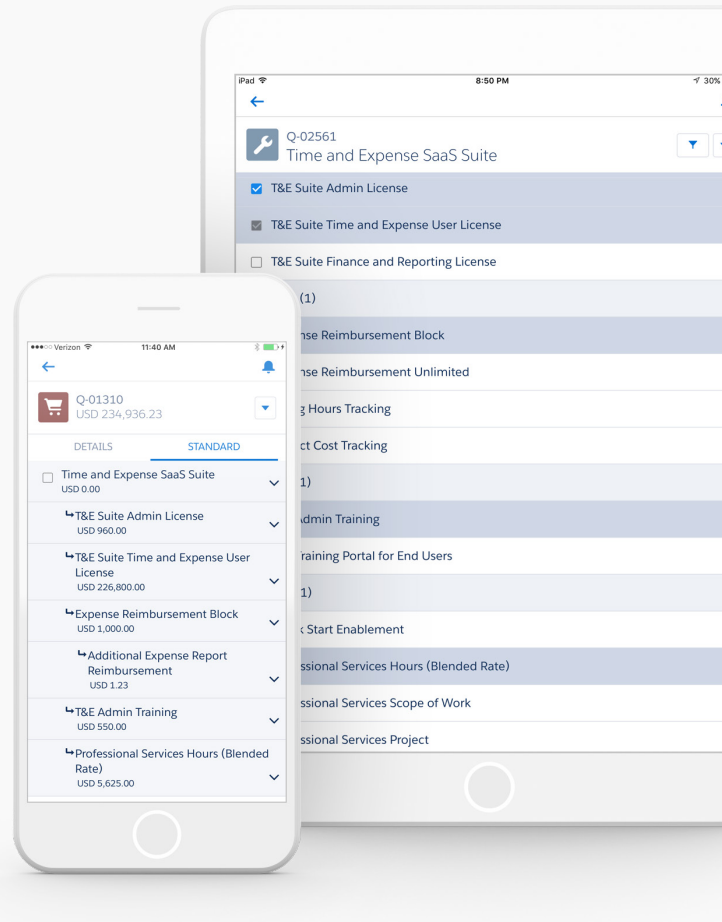
- Guided Selling
- Product bundling
- Rules-based selling
- Eliminate errors in opportunities, quotes, and contracts
- Maximize cross-sell and upsell efforts

### Price & Quote

- Consistent pricing and discounting control
- Multi-currency support
- Contract pricing, subscription pricing, channel and partner pricing supported
- Advance discounting and approval workflows

### Propose & Contract

- Customizable templates
- Full contract generation and amendments
- Clause libraries, dynamic T&C
- Word and PDF format support
- Integrate with e-signature for a seamless customer experience



## How We're Different

### Out-of-the-Box Quote-to-Cash

- Designed for Salesforce users
- Built for Salesforce for iOS and Android, and Salesforce Lightning
- Rapid innovation with 3x releases a year

### Expand the Value of Salesforce

- Leverage CPQ data in Sales Cloud Analytics for actionable intelligence
- Automatic renewal reminders
- Extend further with apps from the Salesforce AppExchange: redlining, CLM, commissions, ERP integration, and more

### Loved by Customers

- Ranked #1 in CPQ on G2 Crowd
- More than 1,300 customers around the world and growing
- 97% renewal rates