dealhub

CPQ & Sales Engagement

Microsoft Dynamics 365 for Sales

One solution for your sales process

DealHub+Microsoft Dynamics

CPQ

- Streamline Sale Process
- Simplify sizing, config & pricing
- Automate renewals
- Adherence to pricing & legal policies
- Facilitate internal collaboration
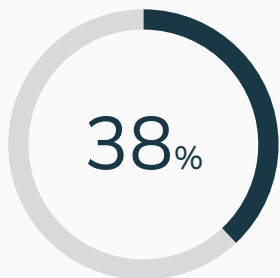- Standardize proposals

Sales Engagement

- Bring Buyer/Seller community together
- Share personalized rich-media content
- Collect customer information
- Negotiate contracts & e-Sign
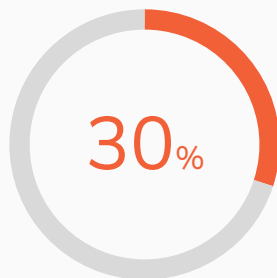- Streamline prospect communication
- Uncover buyer interest

The Compelling Need for CPQ
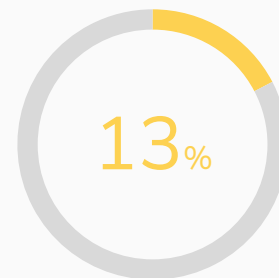
CPQ is a mission critical sales tool

38%

Only **38%** of Companies are sending accurate Price Quotes - significant Revenue is being left on the table

30%

CPQ users send out **30%** more quotes per month, than non-CPQ users

13%

CPQ reduces the number of quote revisions by **13%**

DealHub is the #1 **Ranked CPQ**[*]

Intuitive Guided Sales Process

Predictive Sales Playbook Power all Sales Engagements

- Intuitively guide sales users through the sales process
- Dynamic sales decision-tree & recommendation engine
- Optimize time-to-quote

Easiest CPQ to Implement & Maintain

Easy Set-Up Enables Fast Time-to-Value

- The average CPQ for **Microsoft Dynamics** takes 4-to-9 months to implement
- DealHub CPQ is fully implemented in weeks
- Easy to maintain & operate

Native Integration with **Microsoft Dynamics 365**

Real-time synchronization with CRM

- Sync'd from Prospecting-to-Close
- Ensures Optimal 360 view of Customer

DealHub Sales Engagement - Our CPQ Differentiation

DealHub CPQ is the only CPQ to offer a fully integrated sales engagement platform in one cohesive solution.

This includes:

- Document Generation, Sales Playbooks, Content Sharing, Online Forms, Contract Management, E-signature

* Based on G2 Crowd in 7-Categories

The Synergy of CPQ & CRM

Solution Alignment

DealHub CPQ + MS Dynamics CRM Automates Sales

Takes the heavy lifting out of the Price Quotation process. DealHub reads the CRM fields and personalizes the Document Generation on the fly.

"Close Complex Deals Easily"

DealHub Gives MSD Users a 360 View of Customer Engagement

DealHub's Sales Engagement Platform is active throughout all sales stages - providing the ability to understand the buyer's digital behavior and act with Insight.

"Never Quote Without Certainty Again"

#1 CPQ + Leading Microsoft Dynamics CRM

Combined with **Microsoft Dynamics 365 for Sales**, provides the Best Sales CRM & CPQ combination in the Sales Technology Market.

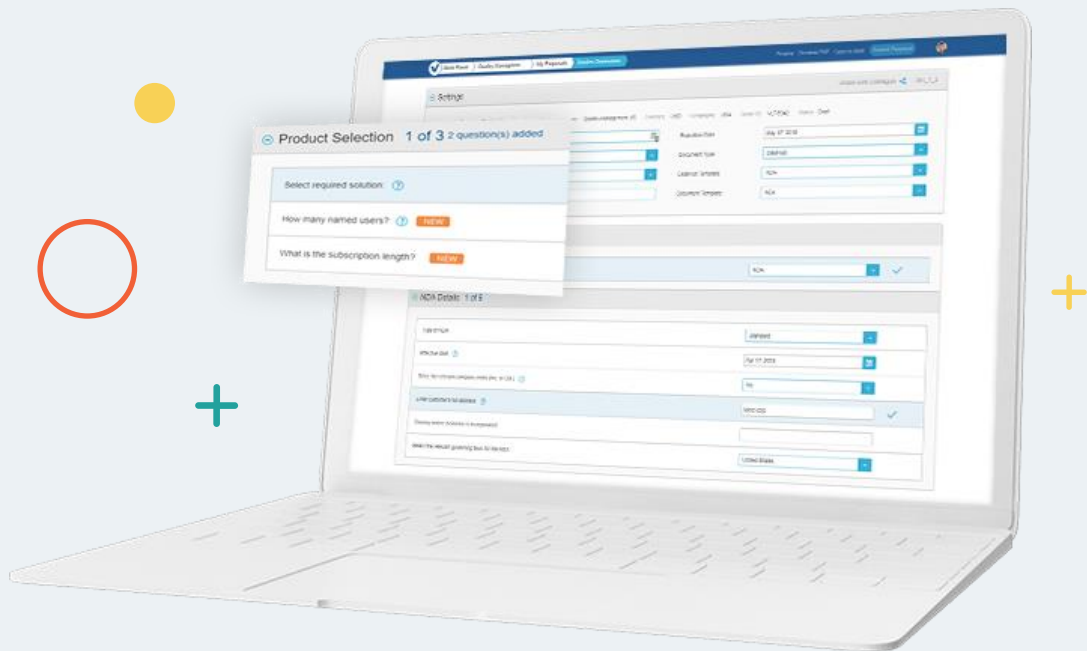*"Engage Customers With DealHub, The Leading CPQ On G2 Crowd"*

Predictive Sales Playbooks

Decision-tree recommendation engine

Guide sales reps through the sale process

Help generate the most relevant content at the right time

All information synced with the **Microsoft Dynamics 365 CRM**

Configure Price Quote

Auto-configures the most relevant products
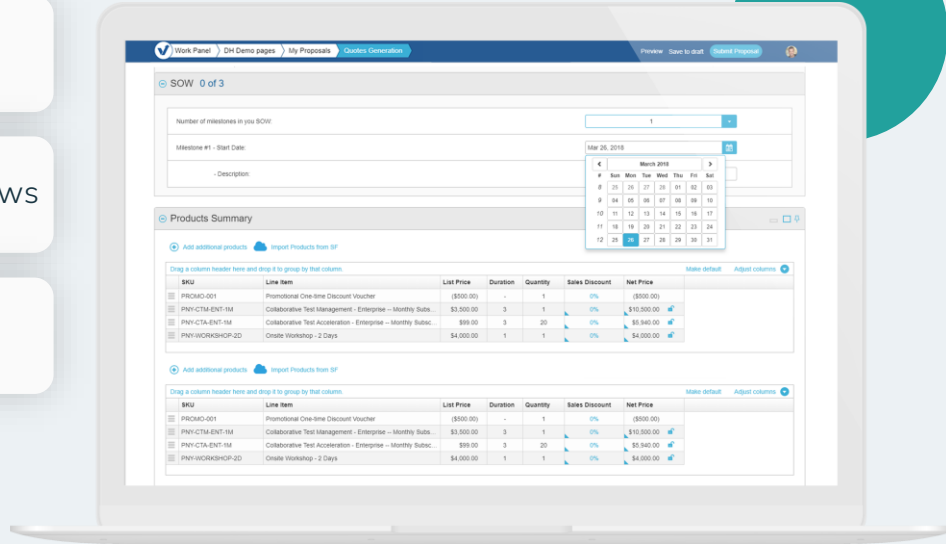
Tiered, geo-based, bundle & partner pricing

Promotions, ramps & optional products

Upsell, cross-sell, co-term upgrades & renewals

Multi-currency / multi-language quotes

Parallel Approval Workflows

Team-collaboration

Present & Share all content in one place

- Digital DealRoom
- Collateral, videos, sales decks, case studies
- ROI/Business Case
- Price proposals & quotes
- Legal agreements & contracts
- Dynamic Document Generation – Microsoft Word/Excel/PDF
- Online forms (Know Your Customer, VoC)
- Live Contract Redlining
- Legally binding e-Signature
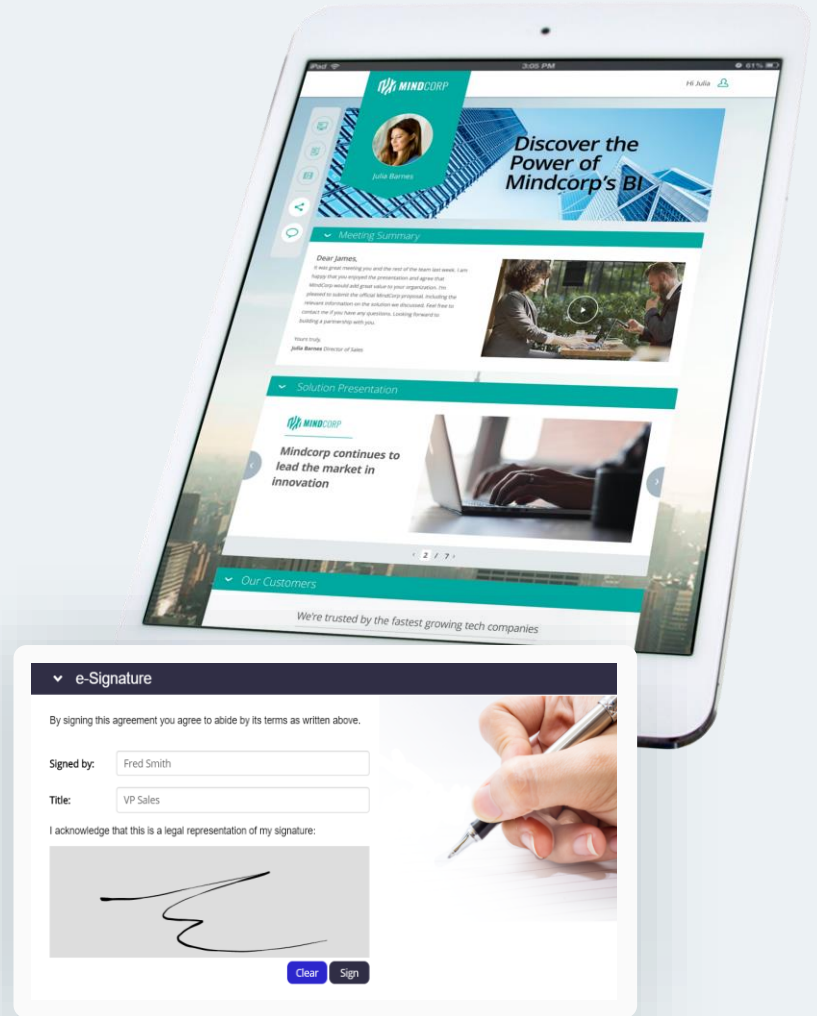
Leading the G2 CPQ Momentum Grid

Confirming the Market needs an Easier-to-use CPQ

See a Demo

G2 Grid for **CPQ**

Gain insight into products that are outpacing industry growth by delivering innovative solutions that meet the evolving needs of their users. The Momentum Grid identifies products that are on a high growth trajectory based on user satisfaction scores, employee growth, and digital presence. Evaluate products on the Momentum Grid to keep apprised of products that are pushing the boundaries of the market.

Momentum Leaders

Momentum Score

Satisfaction

G2 Momentum Grid Scoring

Contact: sales@dealhub.io

CPQ Experts for Microsoft Dynamics