

Vendavo® CPQ Cloud

Achieve 5x Greater Revenue Growth

Business Challenges

Today's enterprise sales teams are faced with growing product complexity, declining margins, rising competitive pressures, and increasing customer expectations. The inability to generate a correct quote, in a short amount of time, often results in a less-than-desirable customer experience as well as lost revenue and a higher churn rate.

Enterprise sales teams often struggle with the growing combinations of product configurations available to their customers. As omni-channel pricing schemes grow in complexity it becomes increasingly difficult to remain current on all solution options available to the customer.

Oftentimes multiple groups, such as Product Management, Pricing, or Marketing rely on manual processes and spreadsheets to communicate various configurations of product offerings available to market. These manual processes often result in numerous quotation errors and a growing administrative burden on the sales person's time.

Introducing Vendavo CPQ Cloud

Vendavo CPQ Cloud advances B2B enterprises in their journey towards commercial excellence by helping coordinate, control and streamline their quote-to-cash processes. Vendavo CPQ empowers sales reps to have the right product, at the right price, for the right customer, at the right time, for fast, profitable quotes.

With Vendavo CPQ Cloud enterprises can now increase sales productivity and win rates while delivering an improved customer experience. As a result, quote iterations are reduced, customer churn decreases and win rates increase resulting in elevated enterprise profitability.

Key Capabilities

Commercial Excellence

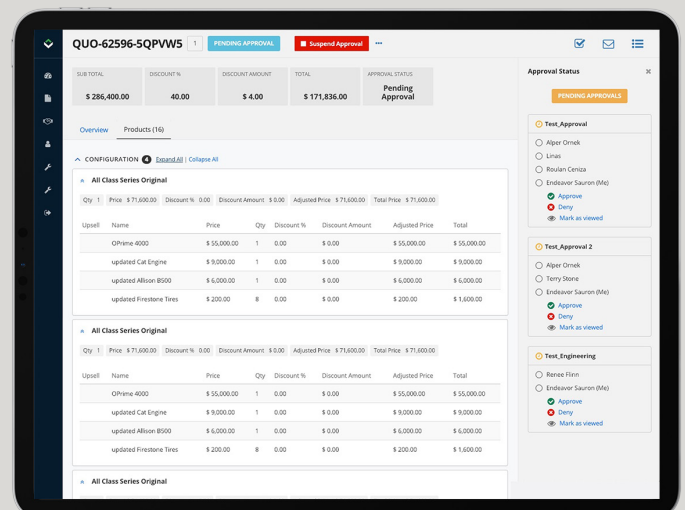
- Query-based guided selling removes complexity in quotation workflows
- Reduced quotation errors and omissions
- Increased productivity
- Reduced selling complexity for commercial excellence

Omnichannel Commerce

- Pre-configured integration to Salesforce, Microsoft Dynamics, Sugar CRM, and Infor, Variant Configuration, 3D Visualization
- Open API integrations for additional 3rd party and home grown application integration

Pricing Intelligence

- Automates, controls, and communicates multiple-complex pricing schemes and proposal types
- Informed deep pricing expertise; price agreements and price waterfall



Vendavo® CPQ Cloud

Key Features & Benefits

Configurations

Automate multiple and complex solution and service configurations right in your CRM, so your sales reps can move onto preparing a price quote. Sales Professionals save time and win more deals. Functionality is presented through familiar CRM for optimal user experience.

Pricing Automation

Pricing configurator provides accurate real-time pricing and product information during the quoting process while also offering multi-currency transactions and cross-sell suggestions. Customization options enable product groupings, discount constraints, and role-based pricing scenarios. Compatible with robust Vendavo Pricing Intelligence.

Guided Selling

Create a standardized and guided workflow for sales to follow as they move through the steps of solution configuration, pricing, cross-sell scenarios and proposal generation.

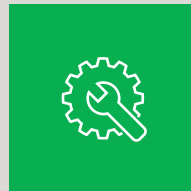
Quoting

Organize critical data, create branded templates, and track quotes for every deal. Pre-built quote approval capabilities enable rules-based automation of approval workflows. Event-driven system alerts can immediately notify sales of discounts or quote specifics that require special review.



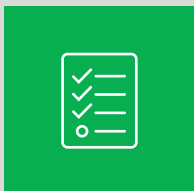
Vendavo CPQ Cloud SaaS

- Hosted on Microsoft® Azure Cloud
- Turnkey application hosting and delivery
- High performance and availability SLAs
- Security-compliant data center
- Browser support for Chrome, Safari and Internet Explorer



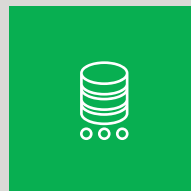
Vendavo Integrated Services

- Deployment of all major & minor upgrades
- Customer-specific configuration and customization support
- Dedicated ROI consulting resources
- Vendavo University access



Reporting and Analytics

- Real-time reporting and analytics
- Easily build custom reports
- Customized dashboards
- Access from mobile and tablet devices
- Simple drag and drop interface
- Direct integration to Microsoft Power BI



Data Integrations

- Other 3rd-party CRM & ERP systems
- Homegrown and legacy applications
- Salesforce
- Microsoft Dynamics
- Sugar® CRM
- Infor®
- DocuSign®
- SAP Variant Configurator
- 3D Visualization