



Next Generation Quote-to-Cash by Salesforce



Select & Configure



Price & Quote



Propose & Contract



Order & Renew



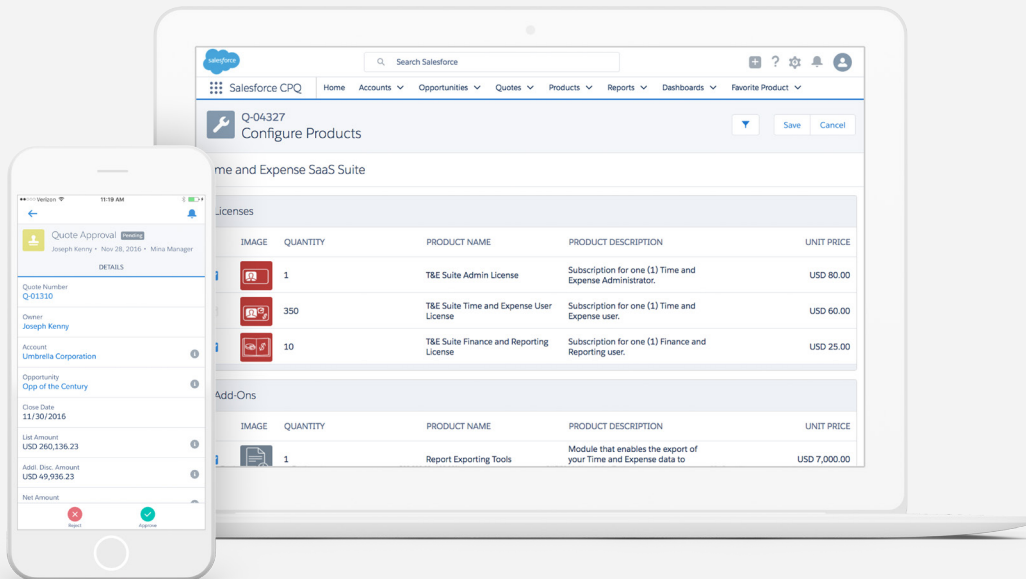
Bill & Collect



Analyze & Forecast


Salesforce offers Configure, Price, Quote (CPQ) and Billing apps for greater efficiency, higher win rates, and more revenue. Correctly configure products, control pricing, maximize cross-selling and upselling, and deliver quotes fast. Then invoice and recognize revenue promptly, gaining immediate visibility and insights from every part of the sales lifecycle.

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



Salesforce gives you the ability to manage the entire quote-to-cash life cycle, from building a quote to billing and renewals.

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


Deliver quotes and manage subscription billing without leaving Sales Cloud.



80% faster quote delivery



30% quicker ramp for new AE's



50% increase in quote-to-cash ROI



How it Works

Select & Configure

- Guided Selling
- Product bundling
- Rules-based selling
- Eliminate errors
- 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
- Advanced 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

Order & Renew

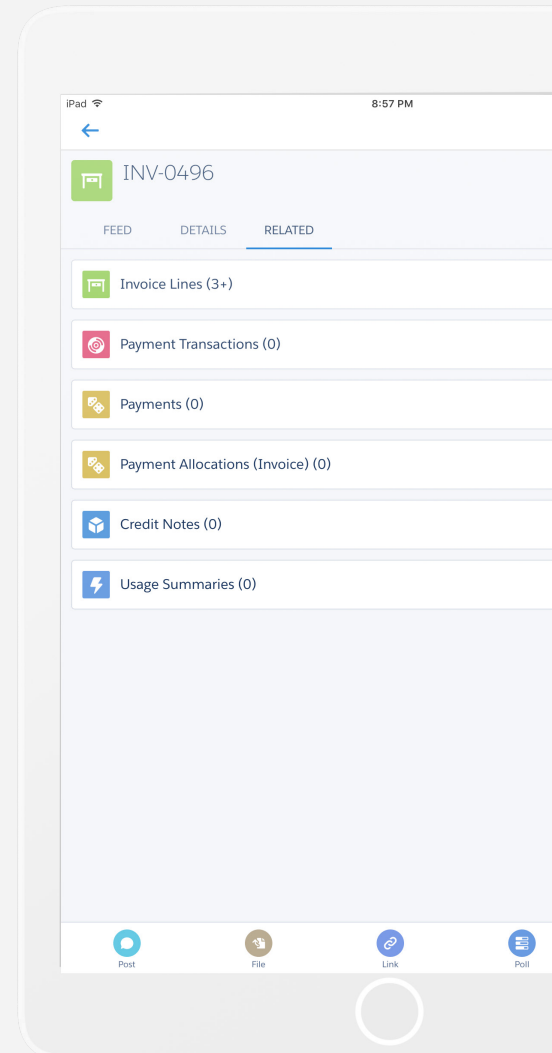
- Advanced order and subscription management
- Apply existing contracted T&C to add-ons
- Automatically generate renewal quotes
- Co-term and add-ons

Bill & Collect

- Manage revenue and subscription billing
- Process orders, invoices, and payments
- Collect payments
- Recognize revenue

Analyze & Forecast

- Leverage Sales Cloud Analytics for greater business intelligence.
- Increase forecast accuracy
- Accurate reporting on total contract values
- Report on quotes, orders, invoices, and payments



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