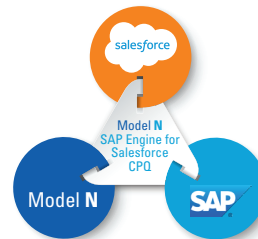# SAP Engine for Salesforce CPQ

Bridge the Gap Between SAP and Salesforce

Companies selling configurable products and services commonly use SAP ERP as their system of record for price execution and product configuration. Model N SAP Engine for Salesforce CPQ unifies Salesforce and SAP with interoperability that enables accurate quoting using product and pricing information maintained and stored in SAP and SAP Variant Configuration (VC). SAP Engine for Salesforce CPQ eliminates costly double maintenance and conversions with out-of-the-box integration of SAP Pricing data and the SAP KMAT (SAP-configurable products) Knowledgebase to Salesforce, enabling Salesforce CPQ users to build accurate quotes as if they were priced and configured in SAP.

Extend the Value of SAP With Salesforce CPQ

SAP Engine for Salesforce CPQ enables enterprises to leverage investments made in creating and maintaining price and configurable product data in SAP, and ensures that Sales is quoting accurately based on the pricing procedures and configuration rules defined in SAP. SAP Engine for Salesforce CPQ provides the flexibility to mix SAP and non-SAP products and services in the same quote and to manually adjust prices according to pricing conditions defined in SAP. SAP Engine for Salesforce CPQ also simplifies and accelerates the Quote-to-Order process by posting functioning orders into SAP directly from Salesforce quotes.

Built for the Enterprise and Needs of SAP Customers

Enterprise IT organizations have high expectations of their technology infrastructure, in part due to the capabilities that they have driven into the SAP products over decades. Model N has been deploying high volume transaction processing systems in mission critical revenue management applications for over 16 years. Our systems are designed for interoperability with SAP and proven on a global level to deliver the enterprise grade capabilities that are required to support mission critical applications. Model N brought this proven experience to the architecture for the SAP Engine for Salesforce CPQ and to the entire Revenue Cloud built on Salesforce.

For more information about SAP Engine for Salesforce CPQ, click here.

Benefits

- Configure and price SAP products in Salesforce CPQ faster and easier
- Leverage existing investments in SAP
- Increase configuration accuracy
- Eliminate pricing errors
- Lower maintenance costs
- Transform sales approach to increase competitiveness and revenues

Key Features

- Create quotes using master data and business logic maintained in SAP
- Easy to use UI in Salesforce for SAP KMAT product configuration
- Price according to data and business logic defined in SAP Pricing
- Flexibility to adjust prices in a quote according to SAP pricing conditions
- Mix SAP and non-SAP products and services on a single quote
- Post orders to SAP directly from Salesforce quotes