# Model N
Revvy CPQ

Overview

Revvy CPQ (Configure, Price, Quote) is an easy to use quote application that can be implemented with low effort and no IT involvement. Revvy CPQ was architected from the beginning to handle the unique aspects and challenges companies have when they sell products and services together. It is the only CPQ solution that combines the benefits and quick ROI of multi-tenant SaaS with the power to simplify the entire quote to order process for configurable and recurring charged services. In user testing, it is preferred 4-to-1* over competing solutions.

Key Features

Get started with minimal effort

Revvy CPQ is built on the Force.com platform. Installation and set-up is extremely simple and can be performed by a Salesforce.com administrator within minutes. A data loading facility and a highly intuitive modeling application ensures that the system will be ready for sales people to use within a few weeks not months.

- Utilizes existing data, functionality, and tools from your Salesforce.com system

- Revvy 'JumpStart' onboarding service ensures a fast and successful go-live

- Simple to use model and rules administration does not require a steep learning curve
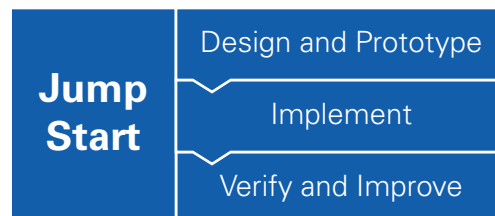
Automate the quoting process

Improve quote exception handling and fully automate the standard flow. Revvy CPQ is a solution for sales organizations that fosters deep collaboration when making quote changes and processing of approvals. Average response times for sales to present a professional proposal to a prospect can be reduced by 50%.

- Highly flexible workflow triggers allow your organization to comply with internal and external governance processes

- Automated notifications and approval reply by email shortens response times

- Seamless CRM integration removes multiple system barriers and works with existing opportunity and forecasting procedures

* Study conducted by a leading user experience research and usability testing firm. Research commissioned by Revvy CPQ July 2013. Methodology was comprised of blinded IDI's (in-depth interviews) evaluating competitive offerings and UX of Revvy CPQ.

Smarter Engine for Better Results

Well informed sales people sell more. When configuring complex products and services transparency and knowledge are extremely important. The Revvy CPQ configuration engine is using a state of the art constraint propagation algorithm so sales reps can get the information they need in order to make the perfect quote every time.

- Supports users in finding alternative options when constraints make options unavailable

- System applies conflict resolution strategies when rules have conflicting results

- Engine prevents users in making wrong selections at any point during the configuration process

- Guides sales users through a question-based configuration experience driving solutions that meet your customer needs
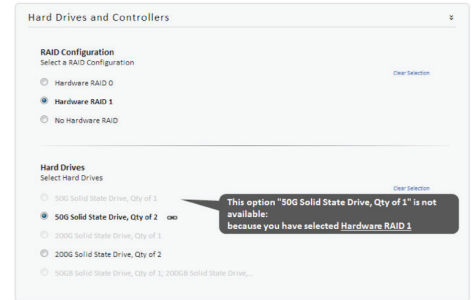
Easy to Use

Enabling a complex business process should not make the lives of a user more complicated. When designing and building Revvy CPQ a lot of attention was dedicated to studying and improving the way in which sales and administrative users interact with the system. The result: Revvy CPQ ranks highest with sales people on usability.

- Sales people do not require training to start making correct and professional looking quotes

- UI accommodates expert as well as novice sales users

- Patent pending rule builder lets administrators focus on solving your business challenges
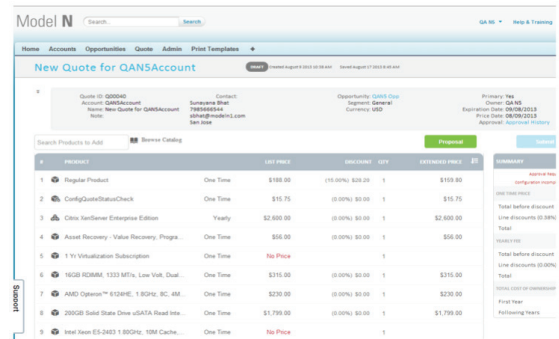
SaaS Delivery

Allows the organization to benefit from a solution that continuously evolves with changing industry and company needs. Built on the most trusted cloud platform, Force.com.

- Low Total Cost of Ownership: no hardware/software or IT services

- Fast, secure solution from the largest public Revenue Management solution provider

- Available with Standard or Premium support

- New features roll-out on a 2-month schedule

- No risk 90 day trial

Revvy CPQ (Configure, Price, Quote) Data Sheet