

# Revyv CPQ

## Salesforce-Native CPQ for the Enterprise

Revyv CPQ (Configure, Price, Quote) is an enterprise-grade, Salesforce-native CPQ solution that enables companies to leverage Salesforce Sales Cloud to power the configuration and pricing of their most complex products and services. Incorporating powerful capabilities for guided selling, solution bundling and profit-aware pricing, Revvy CPQ is the foundation for driving sales productivity, maximizing revenues, and increasing margins.

Based on Model N's proven experience delivering global, mission-critical Revenue Management including quoting, pricing and contract systems used in hundreds of companies, Revvy CPQ was built for the enterprise.

- End-to-end – Enables the full pricing, quoting and contracting lifecycle for both direct and channel sales for quote-to-order and quote-to-contract. Leverages both internal and external data to provide intelligence to sales users
- Interoperable – Offers pre-built adaptors to synchronize SAP® master data, pricing, and orders and seamlessly integrates with Microsoft® Word and Excel
- Performance and scalability – Advanced architecture incorporates patented Virtual Tabulation technology for faster configuration response and ability to scale to thousands of users

## Maximize Selling Time, Opportunities and Revenues

Revyv CPQ provides an intuitive, Salesforce Lightning-enabled UI for complex quoting natively within Salesforce to make the entire quoting process faster and easier, allowing sales people to spend more time selling, increase their opportunity win rates, and generate more revenue.

- Increase productivity – Rapidly build quotes for complex configured products and convert quotes into contracts and orders right from Salesforce
- Respond quickly – Workflows speed approvals while ensuring governance, and built in proposal generation deliver winning quotes quickly
- Maximize opportunities – Alerts tie into the entire Revvy application suite for deal intelligence, renewal notifications and contract performance data
- Increase quote value – Guided selling to drive upsell and cross-sell, while combined with solution bundles help to maximize the value of every quote



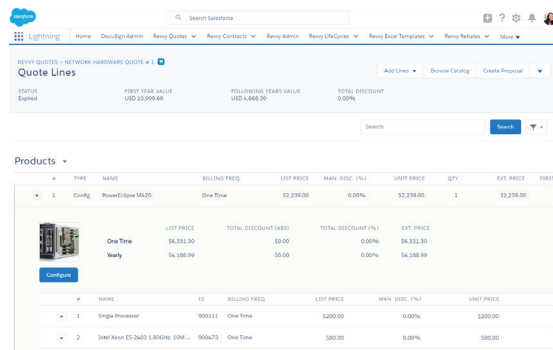
## Benefits

- Increase sales rep productivity
- Deliver quotes faster and more accurately
- Increase opportunity win rates
- Maximize deal values and revenue
- Increase profit margins
- Shorten quoting and sales cycles
- Simplify administration of the quoting process

## Powerful End-to-End Quoting Capabilities

Revvu CPQ handles complex product configuration using Virtual Tabulation which creates a virtual representation of all relevant configuration options in computer memory. This patented technology not only delivers lightning-fast performance, but also naturally leads sales people exclusively to relevant product selections. Built-in pricing models including volume, tiered and usage-based pricing and deal analytics enable sales people to develop winning and more profitable quotes. Approval workflows improve quote turnaround times and enforce corporate governance policies. Keep an audit trail of all approvals by enabling multi-approver, multi-step, parallel workflows based on easily configurable triggers.

Revvu CPQ generates proposals in either PDF or Microsoft® Word, with flexible Word-based template authoring. Revvu CPQ can also automatically convert quotes into contracts and offers the ability to negotiate and redline contracts directly in Word. Revvu CPQ is also natively interoperable with SAP, publishing SAP KMATs in Salesforce at the click of a button and enabling sales people to quote accurately based on the latest SAP master data. Also, Revvu quotes can be used to create active orders in SAP that can be subsequently manipulated and re-priced as needed. Whether your business requires Quote-to-Contract or Quote-to-Order, Revvu CPQ can support your end-to-end business process.



Quickly configure and quote complex solutions in Revvu CPQ

## CPQ Administration and Catalog – Simplified

Unlike typical Salesforce-native CPQ solutions, Revvu CPQ offers an enterprise-grade administration UI and catalog that is designed for complex products and solutions. Catalogs can be split to improve both selling and product information maintenance leveraging powerful combinations of categories, products and attributes.

Designed to simplify quoting for complex configured products, Revvu CPQ is built right into Sales Cloud, making adoption quick and easy and maximizing your Salesforce investment.

- Single system of record, no data replication
- Common security, workflow and UI
- Seamless upgrades
- Built on Force.com platform
- No custom integrations and lower cost to operate

## Key Features

- Product and model versioning
- Price list and rules
- Guided selling
- Product configuration with Virtual Tabulation
- Approval workflows
- Simplified modeling and rule writing
- Proposal generation and redlining in Microsoft Word
- Service contracts renewal
- Install-base configuration
- Quote data mart and analytics
- Partner portal
- Interoperability with SAP
- Salesforce Lightning UI-enabled
- Integration with Microsoft Excel

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