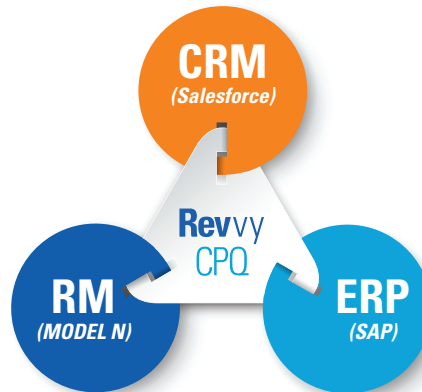# Revvy CPQ for SAP

Unify Salesforce and SAP with Revvy CPQ

Revvy CPQ for SAP is an enterprise-grade CPQ solution that offers out-of-the-box interoperability with SAP®. Revvy CPQ for SAP enables companies to leverage SAP to power the configuration and pricing of their most complex products directly through a Salesforce-native quoting solution.

Manufacturers selling configurable products and services, commonly use SAP ERP as their system of record for price execution and SAP Variant Configurator (VC) for product configuration. Revvy CPQ for SAP unlocks master data maintained in your SAP system eliminating double entry, possible errors and the costs maintaining pricing and configurable product data in CRM and ERP systems separately. As a result, the quoting process that is best managed in CRM and the price execution and configuration processes managed in ERP can be unified seamlessly and with minimal effort.

Maximize Revenue and Gain Competitive Advantage

With Revvy CPQ for SAP, businesses create solutions and bundles that maximize revenues and have a competitive advantage in the marketplace. Comprehensive modeling and rules features optimize combinations of products, services and pricing models. With powerful guided selling, sales reps can quickly and easily quote a solution tailored to meet a customer's specific needs. Revvy CPQ for SAP also supports sophisticated usage-based pricing scenarios and the ability to target specific geographies or customer segments based on rules derived directly from SAP.

Built for the Enterprise and Needs of SAP Customers

Revvy CPQ for SAP is built for the enterprise and based on Model N's proven experience delivering mission-critical Revenue Management, including quoting, pricing and contract systems, to many of the Fortune 1000 companies. Businesses can now publish SAP KMATs in Salesforce with the click of a button and enable their sales reps to quote accurately using the latest SAP master data.

- End-to-end – Configuration, pricing and quoting for both direct and indirect channels and leverages internal and external data to provide intelligence to sales users.
- Robust and interoperable – Advanced administration made easy, enterprise-level security, embedded ETL and out-of-the-box adaptors for seamless

Benefits

- Increase efficiency – build accurate quotes using SAP data, convert quotes into contracts and orders right from Salesforce

- Respond quickly – automated workflow increase speed and governance, and built-in proposal generation create winning quotes

- Maximize opportunities – alerts tie into the entire Revvy application suite enabling deal intelligence, renewal notifications and contract performance data

- Increase quote value – guided selling drives upsell and cross-sell opportunities and solution bundles maximize revenues on every quote

synchronization of SAP transaction and master data, including pricing procedure data and logic, SAP VC knowledgebase, and orders.

- Performance and scalability – Advanced architecture provides extremely fast configuration response times and the ability to scale to thousands of users.

Why Salesforce-Native Matters

Revvy CPQ for SAP was designed to simplify quoting for complex configured products in SAP and built to seamlessly integrate with Sales Cloud to make user adoption fast and easy. By being built natively on the Salesforce platform, businesses can take full advantage of their Salesforce investment with:

- Single system of record, no data replication
- Familiar and friendly user experience
- Common security, workflow and UI
- Seamless upgrades
- Out-of-the-box integration

For more information about Revvy CPQ for SAP, visit https://www.modeln.com/revvy-cpq-sap.

Key Features

- Product and model versioning
- Price list and rules
- Simplified modeling and rule writing
- SAP master data synchronization
- SAP order data integration
- Guided selling
- Approval workflow
- Proposal generation and redlining in Microsoft Word
- Service contract renewals
- Install-base configuration
- Quote analytics
- Partner portal
- Lightning-enabled
- Microsoft® Excel integration

About Model N
Model N is the leader in Revenue Management solutions. Driving mission critical business process-es such as configure, price and quote (CPQ) for medical technology, contract and rebate management, business intelligence, and regulatory compliance, Model N solutions transform the revenue lifecycle from a series of disjointed operations into a strategic end-to-end process. With deep industry expertise, Model N supports the complex business needs of the world's leading brands in life sciences, technology and manufacturing across more than 100 countries, including Johnson & Johnson, AstraZeneca, Boston Scientific, Novartis, Atmel and Fairchild. For more information, visit www.modeln.com.

Model N Headquarters
1600 Seaport Boulevard, Suite 400 Redwood City, CA 94063
Phone: 650.610.4600, Fax: 650.610.4699

Switzerland Office
14 Rue du Rhône, 1204 Geneva, Switzerland
Phone: 00 41 22 819 17 57

sales@modeln.com | www.modeln.com | ©2017 Model N, Inc.   Revvy CPQ for SAP Data Sheet