

# Model N

## Revvu CPQ Guided Implementation

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Revvu CPQ was designed to be easy to use, easy to administer and easy to implement. Leveraging the full capabilities of native Salesforce applications, companies with experienced Salesforce administrators and developers can quickly implement Revvy CPQ. Model N makes it even easier with Revvy CPQ Guided Implementations.

*“Excellent product and amazing implementation team.”*

— Revvy Customer on AppExchange

### Start Your Project the Right Way

Revvu CPQ Guided Implementations are lead by a certified, Model N Implementation Consultant that will be guiding your project all the way to completion. The project begins with an assessment workshop to validate the project goals, general uses cases and timeline. The workshop also sets the stage for the implementation process and helps you align your team and understand the deliverables that you will need to successfully complete your guided implementation.

### Learn the Best Practices

Guided implementation success is based upon your understanding of Revvy CPQ and its capabilities. You get comprehensive training on Revvy CPQ including hands-on examples and exercises, and assignments that prepare you for your specific project requirements. Training sessions are live, web-based workshops conducted over several days with your dedicated Implementation Consultant who gets to know you and your project requirements.

### Your Implementation is Guided

You'll have the opportunity to put your training and knowledge of Revvy CPQ to work as you begin implementation. Your Implementation Consultant will help you manage project milestones and timelines, and will work directly with you and your team to ensure that your implementation is leveraging the best practices and full capabilities of Revvy CPQ.



### You're Never Alone

Don't worry if you hit a challenge, each package includes flexible time for your Implementation Consultant to help you troubleshoot or come up with solutions to unexpected requirements. Your package also includes support for project "go live" and onboarding to ensure successful rollout.

## Quickstart Guided Implementation for CPQ

Ideal for the company with experienced Salesforce administration experts and straightforward CPQ project requirements that require no customization. The Quickstart package gives a complete grounding in the comprehensive capabilities of Revvy CPQ and assistance during the implementation. The package includes:

- A dedicated Revvy CPQ Implementation Consultant
- Initial Implementation Assessment and Preparation Workshop
- Live, web-based training on the Revvy CPQ Product (unlimited # of people trained, in the same sessions) the multiple sessions include:
  - Revvy CPQ Basics
  - Catalog Building
  - Pricing
  - Modeling Configurable Products and Solutions
  - Internationalization
  - Proposals
  - Approval Processes
  - Extending and Customizing Revvy CPQ
- Installation of Revvy CPQ onto 1 Sandbox instance
- Guided Implementation assistance of up to 15 hours for:
  - Management of the implementation project milestones
  - Review of Revvy CPQ usage during the implementation
  - Catalog, approval, and modeling best practices
  - ‘Flexible’ time to troubleshoot issues, or for additional needs
- ‘Go-Live’ support of up to 10 hours

*“Revvu’s support is the best.”*

— Revvy Customer on AppExchange

## Premium Guided Implementation for CPQ

Our Premium Package was designed for companies with more complex configuration requirements and the desire to add some level of customizations to the project. With this package, experienced Salesforce administrators and developers will have the opportunity to work more closely with their dedicated Implementation Consultant and Revvy Customer Success developers to enhance Revvy CPQ with customized proposal templates, triggers to automate certain capabilities and workflows, and custom fields that may be specific to your company. The premium package includes all the options of Quickstart plus:

- Implementation Assessment and Preparation Workshop including Revvy Customer Success developers
- Customizations assessment workshop post Revvy CPQ training to confirm customizations and explore alternative approaches
- Guided Implementation assistance of up to 20 hours
- Customization support of up to 15 hours

## Added Help If You Need It

Model N also offers packages of additional support that can be added to your project if you require more time with your Implementation Consultant or additional development time for customizations. Your Implementation Consultant will work with you to evaluate whether you may need additional time during your assessment workshop. Our goal is always to use best practices to avoid customizations and extra hours.