

Authoring for Salesforce CPQ

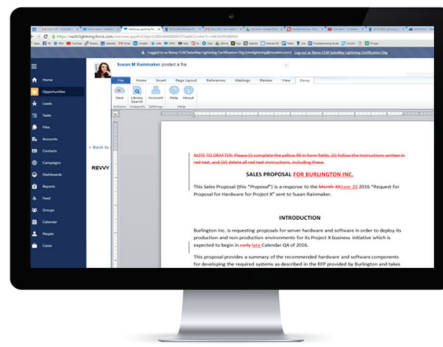
Extend Salesforce CPQ with fully integrated proposal and contract redlining in Microsoft® Word

Authoring for Salesforce CPQ seamlessly extends Salesforce® CPQ to deliver a next-generation Quote-to-Cash solution that smoothly integrates the creation and negotiation of proposals and contracts into the quoting process.

Designed with the sales professional in mind, Authoring for Salesforce CPQ enables users to redline their proposals directly in Microsoft Word, making collaboration on proposal and contract documents quick and easy. Built natively on the Salesforce1 platform, Authoring for Salesforce CPQ accelerates and simplifies the quoting process, resulting in greater productivity, shorter sales cycles, and more revenue.

Sales professionals can now collaborate with their customers using Microsoft® Word with complete visibility to customer changes and automated tracking and control of versioning to ensure fast and accurate negotiations. Authoring for Salesforce CPQ makes assembling proposals and contracts simple, with Microsoft Word-based templates and standard (pre-approved) terms and clauses. Use Chatter to accelerate reviews and approvals, and automatically update contracts and quotes either by adding from the clause library or accepting customer redlines. Once negotiations are finalized, all document updates and edits are transparently and automatically synchronized to the quote and contract record in Salesforce CPQ.

Organizations using Salesforce CPQ can also add Model N Contract Lifecycle Management (CLM) for their contract administration and legal teams to offer many more capabilities to their users. With this complete solution, stakeholders in Sales, Sales Operations, and Legal can track and collaborate on contracts through all phases of the contract lifecycle including authoring, negotiations, approvals, and activation. Each stakeholder is guided with specific actions to progress a contract along its lifecycle via a visual graphical indicator. For more information, [click here](#).



Proposal redlining in Microsoft Word

Key Benefits

- Increase sales velocity and shorten sales cycles
- Simplify collaboration with redlining using Microsoft Word
- Accelerate proposal authoring and updates
- Save time and reduce errors during deal negotiation

Key Features

- Redlining in Microsoft Word
- Automated update of Salesforce quote terms from redlines
- Microsoft Word-based template and clause libraries

Support for:

- Microsoft Office 2016
- Microsoft Office 365
- Microsoft Word on Mac

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