Model N CPQ

Salesforce-Native CPQ for the Enterprise

Model N CPQ (Configure, Price, Quote) is a Salesforce-native CPQ for companies that need an enterprise-grade quote-to-cash solution to drive sales productivity and maximize revenues. Designed to simplify configuration and pricing of the most complex products and services, Model N CPQ incorporates powerful capabilities for guided selling, solution bundling and profit-aware pricing, including automated quoting for subscription, lease, rental, usage, outcome and risk based business models.

Based on Model N's proven experience delivering mission-critical revenue management solutions used by companies world-wide, Model N CPQ is built to support enterprise scale and complexity.

- 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 – Built-in ability to synchronize with SAP® master data, pricing, configuration and orders, and seamlessly incorporates Microsoft® Word and Excel
- Performance and scalability – Advanced architecture incorporates performance engines and caching technology that accelerates configuration response and scales to thousands of users

Maximize Selling Time, Opportunities and Revenues

Model N CPQ provides an intuitive, Salesforce Lightning-enabled interface to simplify configuration and quoting of complex products and services natively within Salesforce. By making the entire quoting process faster and easier, Model N CPQ enables sales people to spend more time selling, increase their win rates, and generate more revenue.

- Increase productivity – Rapidly build error-free quotes for complex configured products and automatically convert quotes into contracts and orders
- Respond quickly – Intelligent workflows speed approvals while ensuring governance, and built in proposal generation delivers winning quotes quickly
- Maximize opportunities – Alerts from Model N Revenue Cloud empower sales with deal intelligence, renewal notifications and contract performance data
- Expand business options – Built-in purchasing options address varied customer needs with subscriptions, lease, risk-share, outcome and usage based pricing
- Increase quote value – Guided selling drives upsell and cross-sell, and combined with solution bundles, helps to maximize the value of every quote

Benefits

- Increase sales rep productivity
- Deliver quotes faster and without errors
- Increase opportunity win rates
- Maximize deal values and revenue
- Increase profit margins
- Shorten quoting and sales cycles
- Increase business model flexibility
- Simplify management of pricing, product and configuration data
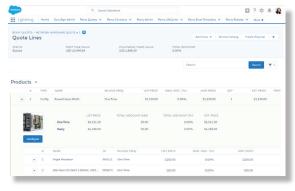- Lower administration effort and costs

Powerful End-to-End Quote-to-Cash, Interoperable with SAP

Model N CPQ is the foundation for an enterprise-grade quote-to-cash solution. The advanced pricing capabilities, including volume, tiered, subscription, lease, rental, risk-share, usage, and outcome based pricing create competitive advantage, while deal analysis and profitability analytics enable sales people to increase margins.

Intelligent approval workflows improve quote turnaround and enforce corporate governance policies. Visualization of approvals and easily enabled triggers drive multi-approver, multi-step, and parallel workflows with automated audit trails. Model N CPQ generates proposals in either PDF or Microsoft® Word. Model N CPQ can also automatically convert quotes into contracts with the ability to negotiate and redline contracts directly in Microsoft Word making it easie to collaborate with customers.

Natively interoperable with SAP, Model N CPQ incorporates SAP financials, manufacturing and order management into an enterprise-class quote-to-cash solution. One click publishes SAP KMATs into Salesforce through Model N CPQ, enabling quoting based on SAP master data,

Quickly configure and quote complex solutions in Model N CPQ

including configuration rules and pricing procedures. Quotes can create active orders in SAP that can be subsequently manipulated and re-priced as needed in SAP.

Whether your business requires Quote-to- Contract or Quote-to-Order, Model N CPQ can support your end-to-end business process.

CPQ Administration and Catalog — Simplified

Unlike typical Salesforce-native CPQ solutions, Model N CPQ has developed an enterprise-grade administration interface and catalog that is designed to simplify managing complex products and solutions. Leveraging powerful combinations of categories, products and attributes, catalogs can be split to improve both sales and product information maintenance without modifying configuration models.

Model N 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

- Guided selling

- Intelligent approvals

- Profit-aware price list and rules

- Purchase options – subscription, lease, usage, etc.

- Proposal generation and redlining in Microsoft Word

- Service contract renewal

- Install-base configuration

- 1-click to Model N CLM

- Model N X-Data allows changing of data in MS Excel

- Interoperable with SAP

- Product and model versioning

- Patented easy-to-use rule editor

- Quote data mart and analytics

- Partner portal

- Salesforce Lightning UI-enabled