

Model N CPQ for SAP

Unify Salesforce and SAP with Model N CPQ

Model N CPQ for SAP is an enterprise-grade CPQ solution offering out-of-the-box interoperability with SAP®. Model N 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 Configuration (VC) for product configuration. Model N CPQ for SAP unlocks master data maintained in your SAP system eliminating double entry, possible errors and the additional costs of separately maintaining pricing and configurable product data in CRM and ERP systems. As a result, the quoting process that is best managed in CRM and the price execution and configuration processes best managed in ERP can be unified seamlessly and with minimal effort.

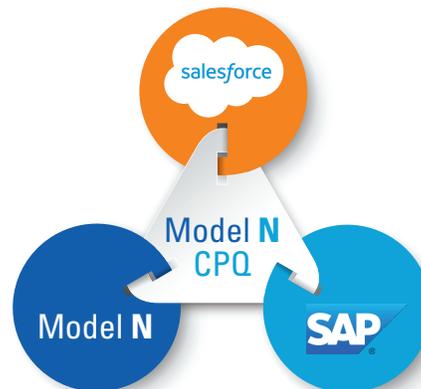
Empower the Sales Teams

With Model N CPQ out-of-the-box ready to leverage information about products, prices, and business logic stored and maintained in SAP and SAP Variant Configuration (VC), accurate product and pricing information is instantly and always at sales reps fingertips. Quotes created in Salesforce can be converted into fully functional orders in SAP, enabling a seamless, quote-to-cash (Q2C) solution that fully bridges the gap between Salesforce and SAP.

Built for the Enterprise

Model N CPQ for SAP is built for the enterprise based on Model N's proven experience delivering mission-critical Revenue Management, including quoting, pricing and contract systems to Fortune 1000 companies. Enterprise-grade requires three key characteristics:

- End-to-end – Solution incorporates pricing, configuration, quoting, contract life cycle management, rebates and incentives, and analytics working together seamlessly across the enterprise for both direct, indirect and e-commerce channels.
- Robust and interoperable – Interoperability with the ERP system ensures a single system of record that is robust, comprehensive and designed to support the global requirements of the enterprise. And the solution itself must be designed to manage the most complex products and services with robust tools for administration, product management and IT.



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 Revenue Cloud application suite enabling deal intelligence, renewal notifications and contract performance data
- Drive solution sales – guided selling and intelligent cross sell ensure the most complete, tailored solution for every quote

- Performance and scalability – Simultaneously supporting thousands of users and customers in multiple regions, at the speed of expectations is a common enterprise requirement. An enterprise grade solution will offer an architecture that can support the size and complexity of enterprise product and solution combinations at scale without the restrictions that are common in many CRM-based Q2C solutions.

Why Salesforce-Native Matters

Model N 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 Model N CPQ for SAP, [click here](#).

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
- Smart approvals
- Proposal generation and redlining in Microsoft Word
- Service contract renewals
- Install-base configuration
- Quote analytics
- Partner portal
- Lightning-enabled
- Microsoft® Excel integration

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