



Model N CPQ

Salesforce-Native CPQ for the Enterprise

Model N CPQ (Configure, Price, Quote) is an enterprise-grade, Salesforce-native CPQ solution that enables companies to leverage Salesforce Sales Cloud to power the configuration and pricing of their most complex products and services. Incorporating powerful capabilities for guided selling, solution bundling and profit-aware pricing, Model N CPQ is the foundation for driving sales productivity, maximizing revenues, and increasing margins.

Based on Model N's proven experience delivering global, mission-critical revenue management solutions used by hundreds of companies, 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 – Offers pre-built adaptors to synchronize SAP® master data, pricing, and orders and seamlessly integrates with Microsoft® Word and Excel
- Performance and scalability – Advanced architecture incorporates patented Virtual Tabulation technology for faster configuration response and ability to scale to thousands of users

Maximize Selling Time, Opportunities and Revenues

Model N CPQ provides an intuitive, Salesforce Lightning-enabled UI for complex quoting natively within Salesforce to make the entire quoting process faster and easier, allowing sales people to spend more time selling, increase their opportunity win rates, and generate more revenue.

- Increase productivity – Rapidly build quotes for complex configured products and convert quotes into contracts and orders right from Salesforce
- Respond quickly – Workflows speed approvals while ensuring governance, and built in proposal generation deliver winning quotes quickly
- Maximize opportunities – Alerts tie into the entire Revenue Cloud application suite for deal intelligence, renewal notifications and contract performance data
- Increase quote value – Guided selling to drive upsell and cross-sell, while combined with solution bundles help to maximize the value of every quote



Benefits

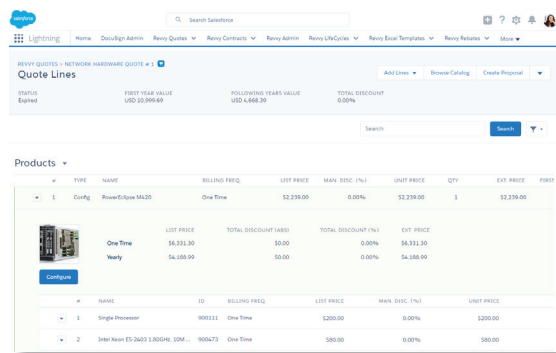
- Increase sales rep productivity
- Deliver quotes faster and more accurately
- Increase opportunity win rates
- Maximize deal values and revenue
- Increase profit margins
- Shorten quoting and sales cycles
- Simplify administration of the quoting process



Powerful End-to-End Quoting Capabilities

Model N CPQ provides built-in pricing models including volume, tiered and usage-based pricing and deal analytics enable sales people to develop winning and more profitable quotes. Approval workflows improve quote turnaround times and enforce corporate governance policies. Keep an audit trail of all approvals by enabling multi-approver, multi-step, parallel workflows based on easily configurable triggers.

Model N CPQ generates proposals in either PDF or Microsoft® Word, with flexible Word-based template authoring. Model N CPQ can also automatically convert quotes into contracts and offers the ability to negotiate and redline contracts directly in Word. Model N CPQ is also natively interoperable with SAP, publishing SAP KMATs in Salesforce at the click of a button and enabling sales people to quote accurately based on the latest SAP master data. Also, quotes can be used to create active orders in SAP that can be subsequently manipulated and re-priced as needed. Whether your business requires Quote-to-Contract or Quote-to-Order, Model N CPQ can support your end-to-end business process.



Quickly configure and quote complex solutions in Model N CPQ

CPQ Administration and Catalog – Simplified

Unlike typical Salesforce-native CPQ solutions, Model N CPQ offers an enterprise-grade administration UI and catalog that is designed for complex products and solutions. Catalogs can be split to improve both selling and product information maintenance leveraging powerful combinations of categories, products and attributes.

Designed to simplify quoting for complex configured products, 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

- Product and model versioning
- Price list and rules
- Guided selling
- Approval workflows
- Simplified modeling and rule writing
- Proposal generation and redlining in Microsoft Word
- Service contracts renewal
- Install-base configuration
- Quote data mart and analytics
- Partner portal
- Interoperability with SAP
- Salesforce Lightning UI-enabled
- Integration with Microsoft Excel

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