

Model N CPQ

Why?

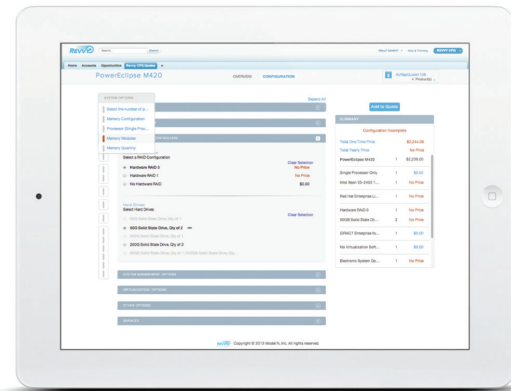
Do you sell products and recurring services together? Is your quoting process coming up short as you try to blend the two? Is it slowing down your sales cycles? We get it and we get you. Read on.

Why Now?

The world used to be a simple place. You can have one as long as it's black. Then came the designers and the engineers to give us a variety of choices. Would you like Corinthian leather, perhaps? We now live in a world of mass customization where every customer can choose what they need from a variety of choices in almost infinite combinations. But that problem is already solved. Your real issue today is TCO. Your customer wants not just your products, but also the services that make them work, quoted together. They want a smart phone with data subscription. They want a laptop with 24/7 support. And they want simple and understandable. That's where we come in.

Why Model N CPQ?

Two birds with one stone. With Model N CPQ you can create one quote for your products and your services. And you can accomplish this feat with no training needed, on a mobile-ready, intuitive multi-tenant SaaS platform, natively integrated to Salesforce.com.



A stitch in time saves nine. Rollout flexible control that's so seamless your team will barely know it's there. It'll only bark at you when the quote is out of spec, explaining exactly what's wrong so you can quickly fix it and close the deal. Model N CPQ also incorporates contract-ready logic so that no quote ever violates an existing contract, delaying your path to revenue.

There's no substitute for experience. Actually there is. It's Model N CPQ. Working with Model N CPQ is like a brain dump from your best rep. You'll increase the value of every deal with guided selling to help your newbies become your sales superstars within weeks, by ensuring that every upsell and cross-selling opportunity is pounced on. Model N CPQ guides you on what should and shouldn't be sold together, and even includes customizable templates and whiz-bang visuals of your offerings that'll land you more deals with eye-popping proposals.

Let's Get Started

Let's face it. You and your team live under the tyranny of manual steps and lost cycle time crafting a quote out of manual calculations. It's clunky. This translates into longer sales cycles that lose deals. To see Model N CPQ in action, please contact us at sales@modeln.com.

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