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Eliminating 3 Roadblocks
That Slow Down Contracts
for Salesforce CPQ

Model **N**

Most companies consider contracts to be critically important to their business, yet over 85% of companies manage some or all of their sales contract process manually according to Aberdeen Group.

18%
of sales cycle spent managing documents

Even with Salesforce CPQ, sales teams waste valuable time creating proposals or contracts, and managing those documents manually through internal approval cycles. This lack of automation also leads to increased risk.

In a recent survey 43% of companies indicated that they were challenged with maintaining standardized contract terms.

With the level of automation and resulting improvements in speed and accuracy that come during quoting in Salesforce CPQ, the automated generation of a document just isn't enough.

That's why we've identified 3 key roadblocks to a fast, streamlined contract process in Salesforce CPQ and how to eliminate those roadblocks.

1. Simplify authoring and editing with an easier to use interface – do it in Microsoft Word

There are many approaches to creating, editing and sharing documents; but the most common and accepted approach is to use Microsoft Word®. You can dramatically improve the usability of your CPQ solution and the contract management process by upgrading from the Salesforce VisualForce page UI and enabling your team to use Microsoft Word directly with Salesforce CPQ.

- Make it easier for your Legal team to create and manage standard templates and clause libraries in Salesforce CPQ

- Enable faster negotiation with customers using contract redlining built into the Salesforce CPQ process

- Simplify responding to customer redlines and requests with a standard clause library accessible right from Word that is synchronized with Salesforce CPQ

2. Eliminate manual management of documents through the approval and negotiation process

Sure, it's easy to generate a document in Salesforce CPQ, but not so easy to manage internal reviews, negotiations and redlining with customers. Managing the multiple versions is a manual process and changes made to the wrong versions force additional work and time into the sales process. There's no audit trail for tracking changes and email is the system of last resort to facilitate the process. To eliminate the manual roadblock, you need:

- Documents enabled for automated version control to ensure that everyone is up to speed on changes and operating from the latest version

- An easy to use communications channel about the documents along with the quote

- Creation of an audit trail to track changes and who made them

Extending Salesforce CPQ with these capabilities can dramatically reduce the time and effort spent managing documents through the contract negotiation and approval process, and also improve contract process governance.

3. Automate the reconciliation of changes in standard terms with the Salesforce quote

Salesforce CPQ provides a very useful feature to track changes in standard terms along with the quote. Unfortunately, once the final form document is agreed upon, it's a manual cut and paste back into the Salesforce quote to input the changes to terms and conditions that need to be recorded. By automating this step you can:

- Speed up the contract process by reducing manual effort

- Ensure that all changes are captured and documented

- Eliminate errors that happen due to manual processing

5

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Model N Authoring for Salesforce CPQ Eliminates the Roadblocks Slowing Down Contracts in Salesforce CPQ

Model N Authoring for Salesforce CPQ is a simple and fast extension for Salesforce CPQ. It's Salesforce native and becomes a seamless part of the quoting process.

Faster, Easier Authoring and Redlines

Model N Authoring is based on standard Microsoft Word integrated with Salesforce CPQ. MS Word becomes the authoring environment for templates and the clause library. The Model N Authoring toolbar connects Salesforce CPQ to Word and provides access to the Salesforce CPQ clause library during document editing. Redlining is easily managed with the Model N Authoring extension.

Built-in Version Control and Audit Trail Saves Time

The documents generated by Model N Authoring are automatically version controlled. Documents are locked so any internal changes or redlines by customers force a new version. Multiple versions are stored and

tracked in Salesforce. Model N Authoring uses Chatter to enable communication through the document approval process and to provide an easy audit trail.

Automated Reconciliation with the Quote Reduces Errors

Model N Authoring enables easy synchronization between Salesforce CPQ and the finalized document. Authoring automates the process of identifying changes in terms and recording the changes back to the Salesforce CPQ quote terms list.

To learn more about how Model N Authoring for Salesforce CPQ can streamline the contract process for Salesforce CPQ or to see a demo contact modelnforsalesforcecpq@modeln.com

For more information visit www.modeln.com

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