

Business Challenges

Today's enterprise sales teams are faced with growing product complexity, declining margins, rising competitive pressures, and changing customer expectations. The inability to quickly generate an accurate, optimized quote across digital commerce sales channels often results in a less-than-desirable customer experience, as well as lost revenue and a higher churn rate.

Enterprise sales teams often struggle with the growing combinations of offerings or configurations available to their customers. As omni-channel pricing strategies grow in complexity it becomes increasingly difficult to remain current on all the commercial options available for negotiation.

Multiple groups such as product management, pricing, or marketing rely on manual processes and spreadsheets to communicate commercial offerings available to market. These manual processes often result in quotation errors and a growing administrative burden on the sales organization.

Vendavo CPQ Cloud

Vendavo CPQ Cloud advances B2B enterprises in their journey towards commercial excellence by helping coordinate, control and streamline their quote-to-cash processes. Vendavo CPQ empowers sales reps to have the right product, at the right price, for the right customer, at the right time, for fast, profitable quotes.

With Vendavo CPQ Cloud enterprises can now increase sales productivity and win rates while delivering an improved customer experience. As a result, quote iterations are reduced, customer churn decreases and win rates increase resulting in elevated enterprise profitability.

KEY CAPABILITIES :

Agile Commercial Processes

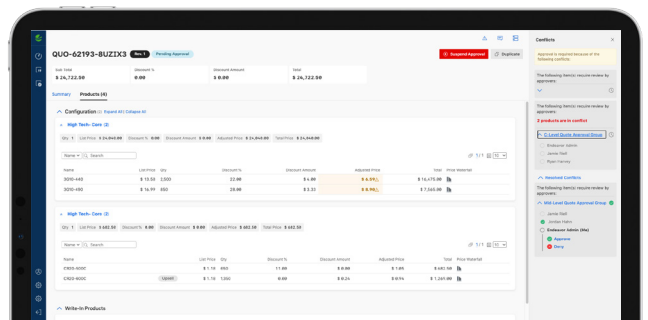
- > Query-based guided selling removes complexity in quotation workflows
- > Reduced quotation errors and omissions
- > Increased productivity
- > Reduced selling complexity for commercial excellence

Scalable Digital Commerce

- > Packaged CRM connectors for Salesforce (Sales Cloud and Community Cloud), Microsoft Dynamics, SugarCRM, Infor, and SAP Sales Cloud
- > Integrations for SAP Sales Cloud, Variant Configuration, 2D/3D/AR Visualization, Avalara Tax
- > Extensible API and SDK integrations for additional 3rd party and home-grown applications

Intelligent Negotiations

- > Automate, controls, and communicates complex pricing schemes and proposal types
- > Intelligent, optimized pricing delivered directly into sales users' hands
- > Dynamic, rule-driven approval workflows to ensure profitable deal making



Key Features & Benefits

CONFIGURABILITY

Automate multiple and complex solution and service configurations right in your CRM, so your sales professionals save time and win more deals through intelligent negotiation capabilities. Robust rules engine and dynamic configuration elements—including queries, global parameters, and custom entities—ensure your business processes are accurately reflected. Organize critical data, create branded templates, and track quotes for every deal.

GUIDED SELLING

Create intuitive guided workflows for sales reps and customers to follow as they move through the steps of solution configuration, pricing, cross-sell opportunities, and proposal generation, leading to faster onboarding of new hires, faster time to quote, and increased quote accuracy.

PRICE AGREEMENTS

Capture complex, time-bound, negotiated pricing/ discounts for high-value customers or buying groups. Broad high-level commercial agreements are then automatically applied during the quoting process for subsequent transactions, and sent to ERP and billing systems for accurate order execution.

PRICING AUTOMATION

Ensure accurate pricing is delivered to every quote, every time through multidimensional price lists and price administration capabilities. Easily access dynamic list pricing via Vendavo PricePoint, optimized pricing guidance via Vendavo Deal Price Guidance, and powerful deal desk capabilities through Vendavo EPS Deal Manager.

Vendavo CPQ Cloud SaaS

- Hosted on Microsoft® Azure Cloud
- Turnkey application hosting and delivery
- High performance and availability SLAs
- Security-compliant data center
- Modern browser support for Chrome, Safari, and Edge
- Intuitive, no-code, web-based Administrative Console

Sales-Driven User Interface/ User Experience

- Streamlined layout focused on key activities and data points specifically for sales users and leadership
- Dedicated navigation and input interface for critical operations
- Create page views by team, role, catalog, or transaction type
- Informed by extensive usability research and best practice

Platform Agnostic Integration

- Opportunities, quotes, price books, and customer data from CRM
- SFTP sync for pricing and product master data
- DocuSign
- Avalara
- SAP Variant Configuration
- 2D/3D/AR Product Visualization
- Other 3rd-party CRM & ERP systems
- Homegrown and legacy applications

Vendavo Integrated Services

- Deployment of all major & minor upgrades
- Customer-specific configuration and customization support
- Dedicated ROI consulting resources
- Vendavo University access