

# Cincom CPQ™

Improve sales effectiveness with integrated configure-price-quote capabilities across both your direct and indirect sales channels.

**How much more business could you win** if you could make every sales, customer-service and dealer rep a solution expert?

**What would it mean to your sales capacity** if you could slash the time it takes to produce comprehensive, compelling proposals?

**What would it mean to your profitability** if you could quickly ensure 100 percent accurate product configurations and pricing every time?

**With Cincom CPQ, you can do all of that and much more.** Cincom CPQ integrates multi-channel capabilities for guided selling, product and service configuration, pricing, visualization and proposal generation into your company's CRM, ERP and ecommerce systems. Cincom CPQ enables you to grow sales, increase margins, accelerate sales cycles, streamline fulfillment and expand into new markets.

**Cincom CPQ sets you apart from the competition by consistently delivering a customer experience that fully aligns with the way your customers want to buy.**

Request a Demo at:  
[Cincom.com/CPQDemo](http://Cincom.com/CPQDemo)



## DATA SHEET

### Use for:

- Customized products, services and solutions—from simple to complex
- Direct sales, dealers or any number of different channels
- Anywhere, anytime selling via any mobile or desktop device
- CRM integration with ERP system(s) for order processing and fulfillment

### Benefits:

- **Fully leverage your CRM investment** by embedding sophisticated configure-price-quote functions directly within your CRM-based selling processes.
- **Increase sales effectiveness** with higher quote volumes, win rates and margins.
- **Reduce selling costs** by requiring less engineering and other sales support.
- **Ensure pricing accuracy** with dynamic configuration-driven price calculations.
- **Streamline fulfillment** with the automated generation of configuration-specific BOMs, routes and other information to drive production.
- **Enable growth** by speeding introduction of new products and pricing, more rapidly training new sales reps, attracting more dealers, expanding geographic coverage and capturing quote data for analysis.

## Features

<b>Solution Configurator*</b>	Role-based capabilities guide salespeople through each step of the quoting process from needs-based product selection to product/solution configuration, cross-sell/upsell dialogs, dynamic pricing, product visualization and output content generation.
<b>Proposal Generator*</b>	Automated generation of comprehensive proposals and other documents utilizing dynamic quote data, document templates and sophisticated rules.
<b>Advanced Product, Pricing and Quote Management</b>	Additional tools that enable salespeople to rapidly create and effectively manage quotes for all types of products and services. Capabilities include: <ul style="list-style-type: none"> <li>• Searchable, content-rich product catalogue</li> <li>• Robust special-request handling</li> <li>• Configuration and quote templates for frequently sold items</li> <li>• Quote approvals and revision control</li> </ul>
<b>Multi-channel Sales Portal (optional)*</b>	Secure, role-based access to quoting capabilities for authorized dealers, distributors or independent reps. All core quoting and ordering capabilities can be provided to partners, PLUS capabilities such as: <ul style="list-style-type: none"> <li>• Dealer customer information</li> <li>• Dealer products and options</li> <li>• Dealer-branded quote/proposal document</li> </ul>
<b>Reporting and Analytics</b>	Capture of feature, option and pricing details for quotes across all channels provides the foundation for analysis of sales activity, feature popularity trends, pricing and promotion effectiveness, margin performance and much more using native CRM reporting, analytics and dashboards.
<b>Flexible Deployment</b>	Cloud or on-premise.
<b>Central Management of CPQ Services</b>	The Cincom Solution Configurator can be used with your CRM, ERP, the Cincom Sales Portal and your ecommerce platform to provide common, centrally managed configure-price-quote capabilities across all sales channels and enterprise information systems.

\* See separate data sheet for more details.



World Headquarters • Cincinnati, OH USA • US 1-800-224-6266 • [info@cincom.com](mailto:info@cincom.com) • [cincom.com/contact-us](http://cincom.com/contact-us)

Cincom, the Quadrant Logo, Cincom Solution Configurator and Cincom CPQ are trademarks or registered trademarks of Cincom Systems, Inc.

All other trademarks belong to their respective companies.

© 2016 Cincom Systems, Inc. FORM CPQUS1504135 10/16 Printed in U.S.A. All Rights Reserved