Cincom CPQ™ for Microsoft Dynamics® 365 Sales on Microsoft® Azure®

Integrated Configure-Price-Quote (CPQ) 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% accurate product configurations and pricing every time?
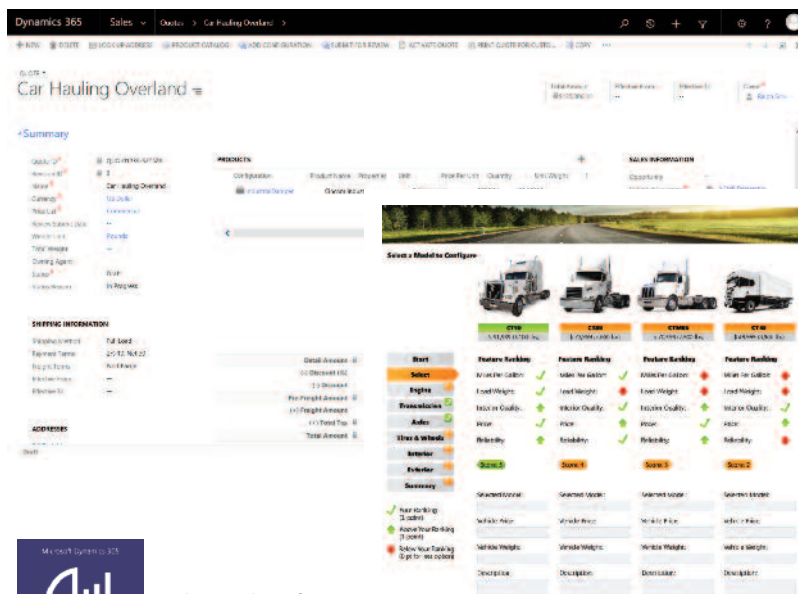
With Cincom CPQ for Microsoft Dynamics 365, you can do all of that and much more.

Advanced configure-price-quote capabilities embedded within Microsoft Dynamics 365

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 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.

Consistently deliver a customer experience that fully aligns with the way your customers want to buy. Cincom CPQ integrates multi-channel capabilities for guided selling, product and service configuration, pricing, visualization and proposal generation with the proven, widely adopted Microsoft Dynamics 365 platform. Combined with the power of Microsoft Dynamics 365, Cincom CPQ enables you to grow sales, increase margins, accelerate sales cycles, streamline fulfillment and expand into new markets.

Features

Microsoft Dynamics 365 managed solution	Seamlessly integrated to deliver simplified administration, ease of use, ease of upgrade and low total cost of ownership. Fully leverages native Dynamics 365 capabilities such as workflow, process maps, pricing, reporting and global deployment capabilities.
Solution Configurator	Robust rules engine includes role-based capabilities to 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.
Proposal Generator	Automated generation of comprehensive proposals, drawings and other documents utilizing dynamic quote data, document templates and sophisticated rules.
Advanced product, pricing and quote management	Additional sales tools within Microsoft Dynamics 365 that enable salespeople to rapidly create and effectively manage quotes for all types of products and services. Capabilities include: • Searchable, content-rich product catalog • Robust special-request handling • Configuration and quote templates for frequently sold items • Quote approvals and revision control
Multi-channel Sales Portal (optional)	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: • Dealer customer information • Dealer products and options • Dealer-branded quote/proposal document
Reporting and analytics	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 Microsoft Dynamics 365 reporting, analytics and dashboards.
Flexible deployment	Cloud or on-premise. Cincom recommends Microsoft Azure for cloud deployment.
Central management of CPQ services	Cincom CPQ can be used within Microsoft Dynamics 365 Operations, Microsoft Dynamics 365 Sales, the Cincom Multi-Channel Sales Portal and your e-commerce platform to provide common, centrally managed, configure-price-quote capabilities across all sales channels and enterprise information systems.