

Cincom CPQ[™] Self-Serve



Cincom CPQ has always made buying and selling your complex products and services simple. Now with Cincom CPQ Self-Serve, it's even easier for your buyers to configure, price and quote the products they need, whenever they need them.

B2B buyers today expect a B2C experience.

B2B buyers want to research products free from sales influence. And when they're ready to buy, they expect a B2C experience, regardless of the complexity of the product. Now you can give them that experience with Cincom CPQ Self-Serve.

Cincom CPQ Self-Serve provides a buyer-specific experience that places full configuration capabilities into customers' hands. This allows them to visualize and understand the scope, scale and cost of products before they make the decision to purchase.

Cincom CPQ Self-Serve guides customers through the configure, price and quote process, letting them select the options they need with real-time pricing. When they're ready, they simply submit their quote to your sales team, who then completes the transaction. It's that easy.



Cincom CPQ Self-Serve at a Glance

1 Model	O Unage	Warnely	O Mine 12
nk Model: RT4500 Model Select	0		
those Ten How Pere Teng Te			
Gauge No Gauge Voic Filter Without Air Intel Filter	•	A Street	
Tank Slop in Gallons			
Operating Pressure		e 1	

Through a series of "point-and-click" options, the buyer configures the solution or service they want.

Model	Request Quote		×		
-	First Name *	Last Name *		Quantity	Price ^
	John	Doe	k Model: RT4500		11,863,67
nk Model: RT4500	Email*	Phone Number	_		
Model Select	jdoe@email.com	111-111-1111	P.4500		8,000.00
	Company Name		P-1065		78.00
	55 Merchant Street	55 Merchant Street			155.00
	Street Address. 1	Count & Address of			
	STREE ADDRESS, T	Street Address, 1			
	· · · · · · · · · · · · · · · · · · ·		P-1065		0.00
Tank Series RT4500	Street Address, 2	Street Address, 2			0.00
			P. 1000		106.00
Paint	City Zip Cod		P-1014		0.00
	Cincinnati	Ohio	P-1033		41.00
	Country		P-1079		0.00
Orange Blue-Green Teal	United States of America		• P-1062		0.00
Gaugo			P-1069		
No Gauge	-	Cancel Sub			

After filling out the contact form, the buyer can now submit the quote.

1 Model	O Usage	3 Warranty		Item	Quantity	Price
nk Model: RT4500			- 1	Tank Model: RT4500	1	11,863.67
Model Select			Tarik Series: #14500	COMP-4503	3	8,000.00
			195 PSI	COMP-1065		75.00
Model			Orange	COMP-1907		
			50 hp	COMP-1363		2,524.62
I			Tarix	COMP-1254	1	373.00
		4	Single Phase	COMP-1265	1	0.0
Tank Series:			60%z	COMP-1943		0.00
MT4500			Mechanical Controller	COMP-1309	1	108.00
Part		Comments of the local division of the local	No Disconnect	COMP-1314	1	0.00
			Paledra 44	COMP-1383		41.00
		Date of the local date of the	200 Volt	COMP-1379		0.0
Orange Blue-Green Teal		ala -	No Power Fail Auto Restart	COMP-1962	1	0.00
Gauge		Si Sauch	Manual	COMP-1368	1	57.00
No Geoge		- AND	Warranty Bron	or/Wamanity@ronze	3	500.00
kiel Filter		R	Without Air Inle Filter	COMP-1322	,	0.00
Without Air Indet Filter			Horizontal Tan		1	0.00
Taria Size In Californi			Standard Tubir		1	
80			Air Cooled	COMP-1012	3	0.00
The second secon			Standard Material	COMP-1311	,	0.00
125		-	No Enclosure	COMP-1001		0.00
	A. Vewin your space	-	English	COMP-1324	1	31.00

Once all options have been selected, the buyer sees a list of everything that makes up the configured product or service, including the price, and they can now request a quote.

	General Sever and Several Close + New Deleter Del	e 🗙 Configure Quote 📓 G	ienerate Proposal 🖒 Retresh 🔍 Check Access	Deport to PDF All Look Up Add	ess 🕑 Activate Quete	Get Products		
Home .	Lead from website for John Doe Quete - CPQ Sync Quete -				S11,863.67 Total Amount Directive	from Director To	CPQSyndayCinco Outer	
Pirred ~	Active for S minutes	In Review	Ready For Submission	Activa	A Place Order		E) Ordered	
liok	Summary Details Related							
Dashbeards Activities	Name Lead from website for John	PRODUCTS						
tomera	G Quere ID	Quote Product Inline Edit V			+ Configure	+ Add Product	O Refresh	
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Contacts	Currency 🔹 🍓 US Dollar	> 19 Tank Mod	\$11,863,67 1	00 \$11,863.67 Ves	Yes	No	+	
	Price List 📑 🔂 Construction						· Page 1	
Leads Opportunities								
Competitors	SALES INFORMATION	Ĝ Detal Amount	\$11,863,67					
ateral	Opportunity	B (-) Discount (%)						
Quetes	Potential Customer 1 [3] John Doe	🛱 (-) Discount						
Orders Involces		Ê fre-freight Amount	\$11,863.67					
Products	SHIPPING INFORMATION	Ĝ (+) Freight Amount	-					
Sales Uterature	Shipping Method	🛱 (+) Total Tax	\$2.00					
ormance	Payment Terms	A Total Amount	\$11,863,67					



The buyer-configured quote from Cincom CPQ Self-Serve is then pushed into Microsoft Dynamics 365. Your sales team can now open the quote in CRM and close the deal.

Buying just got easier. And selling has never been simpler.

Cincom CPQ offers Cincom CPQ Self-Serve, a B2B eCommerce experience for companies that have complex, highly configurable products and services. Self-Serve brings the full power to configure quotes, get pricing and send a quote to customers in real time. That quote is then shared with the sales team, to optimize and finish the sale. For more information on Cincom CPQ Self-Serve, visit cincom.com/cpq or contact cincomcpg@cincom.com.

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