

Cincom CPQ™ Sales Portal

Empower all of your sales channels to win more business by giving them highly intuitive and collaborative quoting, ordering and BI capabilities.

How much more business could you win if every sales rep could expertly produce comprehensive, compelling proposals?

What would it mean to your sales capacity if all of your channels could quickly and accurately quote and order your products online by themselves?

What would it mean to your profitability if you could ensure accurate pricing every time?

With the Cincom CPQ Sales Portal, you can do all of that and more.

The Cincom CPQ Sales Portal combines the Cincom CPQ Solution Configurator and Proposal and Document Generator with extensive product, pricing, quote management and Business Intelligence (BI) capabilities.

Easily integrated with your CRM and ERP system(s), it provides a seamless flow of quotes, orders and supporting product information between your online selling environment and internal business systems.



A simple way to sell complex products and services through channels.



Make data-driven decisions with confidence.

DATA SHEET

Use for:

- Collaborative selling among sales reps, dealers, territory managers and customer service personnel
- Selling anywhere on any device or PC

Benefits:

- **Increase sales capacity** through self-service quoting and ordering across all channels.
- **Ensure product and pricing accuracy** with guided product configuration and dynamic price calculations.
- **Streamline fulfillment** with automated generation of configuration-specific information that drives product manufacturing and service delivery.
- **Measure channel effectiveness** through increased visibility of quote activity.
- **Enable growth** by speeding introduction of new products, pricing and sales training.
- **Business Intelligence** allows order and sales forecasting, tracks progress toward targets and more.

Request a demo at:
Cincom.com/CPQDemo

Features

Product Catalog	Content-rich catalog provides instant access to all products, including: <ul style="list-style-type: none"> • Descriptions, images, specifications, drawings, literature and more • Advanced search with filtering on multiple criteria • Multiple views for browsing by industry, brand, product type and more • Multi-language support
Solution Configurator*	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.
Advanced pricing	Capabilities to support just about any multi-channel scheme <ul style="list-style-type: none"> • Unlimited date-effective price lists • Multi-tier price adjustments • Multicurrency support with exchange calculations
Proposal and Document Generator*	Automated generation of comprehensive proposals and other documents utilizing dynamic quote data, document templates and sophisticated rules.
Extensive quote management	A full range of tools enable sales reps, sales managers and territory managers to collaboratively create and manage quotes: <ul style="list-style-type: none"> • Flexible quote structure with any combination of lines and sub-lines • Configuration and quote templates for frequently sold items • Quote approvals and revisions • Robust special-request handling
Channel partner self-service capabilities	In addition to full quoting and ordering, partners can manage their own: <ul style="list-style-type: none"> • Customer accounts and contacts • Product and service catalog items • Branded quote/proposal documents
Multi-channel management	Flexible definition of channel structures and relationships across multiple divisions/brands, partner groupings, products, price lists, territories and more.
BI Capabilities	Timely data and metrics from within Cincom CPQ in an easy-to-read dashboard format. Enables data capture and visualization, performance tracking, channel visibility, pipeline reporting and analytics, secure reporting for channel partners and much more.
Flexible deployment	Cloud or on-premise deployment options provide flexibility.
CRM and ERP integration	Integration framework enables a Web-based selling environment with secure transfer of quote, order and supporting product information. Enables a “single face to the customer” for organizations with multiple ERP systems.

* See separate data sheet for more details.



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