

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.

- 410												
ar Hauli	ng Overland =						Also as an an	Rhiterf	in in	time for	filmer 2 facts	Ser.
ummary												
ante pe	a month or the	PRODUCTS					+	544 P	NFORMATION			
Annier a Riff	B 1 Carl soling Overland	Configuration.	Poduritieve Proper	n int Profie		Unit	Weghs 1	Case	tu e y		1102 Distantia	
Carrendy Mile L et	US Dyller					-	-	_				_
AND LAP				St. Pak	NO. Y	100	THE DANAGES	Concession in which the	and in case of	-	-	
Willing .	Peunde	¢					A	-		-	THE OWNER WHEN THE OWNER WHEN THE	
Vol Hendel	-										Contraction of the	
				Select a Model to Config	-	afa.	1.4					
During Agent	Roat In Programs			Select a Madel to Config		No.	-		0		-	
Conting Agent Later Later Honore	Rup In Argunes			Select a Model to Config	a di		-		-	-		
Control Agenti Lando Lando Lando Matalant En EPSAC INFOEMA	Roaf In Anguke			Seven a Model to Config		-			2	-In	CTA Lative (Cha	
Dening Agent Land Tanto Masser HERRING INFORMA	Rup In Argunes						\$ riprot code		* /0.4991/AD		Batton cons	
Anna Agen Anna Anna Anna Anna Anna Anna Anna Anna Anna Anna Anna Anna	Nut In Drug Wax Nat Land		Omail Areases - H	Bart	ene Maria Cali		Lagreet, coop		a ADARA CARD		Factors Ranking	
ners Agen uno eno descer eno descer eno descer eno descer eno descer eno descer eno descer eno format forma forma	Not In Angulas Table Calibed 2010 Not 22		00 Discount #55				\$ riprot code		* /0.4991/AD		Batton cons	
oring Agen and abachesen HEFFIC INCOME Agenes Term Incom Term Income Term Income Term	Tran In Pary was Table Full Lord Scrift Met 22 Reference		CO Discount (S) 10 December	Bart	ene Maria Cali		Lagreet, coop		a ADARA CARD		Factors Ranking	
oring Agen and abachesen HEFFIC INCOME Agenes Term Incom Term Income Term Income Term	Note In Programs Table And Lond 27-77 Net 22 How Program		00 Obsend 150 19 Diseast 8 Proph Annual 8	Bart Select	ene Marian Lenkin Marian Lenkin		Erzyner, can Pestern Rankling Sider Ne Geborr		n Azərbaycan Poultare Kanida Max Per Galzer		Parton Radios	
oning Agent astor astor descent HEFFINE (HICOBER Astores Terms (2016) Sett of Astores Terms (2016) Sett (2016) Sett (2016) Sett (2016) Setters Terms	Note In Programs Table And Lond 27-77 Net 22 How Program		00 Discout 155 13 Discout Presid Annual II Presid Annual	Burr Salar Isgina	Contractions Co		Erzymer, under Persone Renkling sotter Ne Getzer Lead Merzyke ertorior Chality	· · · ·	s attende aver Nordere Kankle Neder Der Galere Ned Weiger Nation Gealty:		Batton color Peaters Radian Marin for Gallan Inst Nolor: Marin Quille:	
oning Agent astor astor descent HEFFINE (HICOBER Astores Terms (2016) Sett of Astores Terms (2016) Sett (2016) Sett (2016) Sett (2016) Setters Terms	Note In Programs Table And Lond 27-77 Net 22 How Program		00 Obsend 150 19 Diseast 8 Proph Annual 8	Burt Select Fight Proceedances 5 Adas	Control Control Control Control Control Control Control Control Control Control Control Control Control Control Contro		L COMPLICATION Provident Rest Back Solition Rest Back Sym- Lead Millinghts Withold Charlinghts Withold Charlinghts		n Alexentria Fortune Carbin Martin For Calere net Weight Notice Chality: core		Eastwee course Pranterie Randolm Minist Fair Gallose Lond Nosigin: Micros Quality: Faice:	
oning Agent with with the second seco	Note In Programs Table And Lond 27-77 Net 22 How Program		CO Discover (15) 10 Discover (15) 10 Discover (15) Freight Amount 10 Total Tax, 15	Burt Select Explus Protestation Able C Ubur & wheels	Contractions Co		Erzymer, under Persone Renkling sotter Ne Getzer Lead Merzyke ertorior Chality		s attende aver Nordere Kankle Neder Der Galere Ned Weiger Nation Gealty:		Batton color Peaters Radian Marin for Gallan Inst Nolor: Marin Quille:	
oning Agent with with the second seco	Note In Programs Table And Lond 27-77 Net 22 How Program		CO Discover (15) 10 Discover (15) 10 Discover (15) Freight Amount 10 Total Tax, 15	Bart Saleer Fransvalanna Adra S Kata Stalag Kata Salag	Control Contro		Lingenerican Factors Radding Udar Na Gator Lead Nacipie Riccio Chally, Pice Enlabory		v dzenskojez Nacharo Bankia Han Fan Galeen Soci Welgin Hanin Osality: Econ		Parton Color Near In Color Inst Noight Marco Darlie Filter Releasity	
Conneg Agent Later Interpreter Internet Propher Control Agenter Control Agenter Control Agenter Control Agenter Control Control Agent Control Agent Control Agent Control Agent	Note In Programs Table And Lond 27-77 Net 22 How Program		CO Discover (15) 10 Discover (15) 10 Discover (15) Freight Amount 10 Total Tax, 15	Bart Select September Ader Direct de Model Kritter	Control Control Control Control Control Control Control Control Control Control Control Control Control Control Contro		L COMPLICATION Provident Rest Back Solition Rest Back Sym- Lead Millinghts Withold Charlinghts Withold Charlinghts		n Alexentria Fortune Carbin Martin For Calere net Weight Notice Chality: core		Eastwee course Pranterie Randolm Minist Fair Gallose Lond Nosigin: Micros Quality: Faice:	
Control Agent Lacks In Providences Interpretation Progeto Control Agentes Tarres Factor Ford Interpretation Int	Note In Programs Table And Lond 27-77 Net 22 How Program		CO Discover (15) 10 Discover (15) 10 Discover (15) Freight Amount 10 Total Tax, 15	Bart Saleer Fransvalanna Adra S Kata Stalag Kata Salag	Control Contro		Lingenerican Factors Radding Udar Na Gator Lead Nacipie Riccio Chally, Pice Enlabory		v dzenskojez Nacharo Bankia Han Fan Galeen Soci Welgin Hanin Osality: Econ		Parton Color Near In Color Inst Noight Marco Darlie Filter Releasity	
Conneg Agent Later Interpreter Internet Propher Control Agenter Control Agenter Control Agenter Control Agenter Control Control Agent Control Agent Control Agent Control Agent	Note In Programs Table And Lond 27-77 Net 22 How Program		CO Discover (15) 10 Discover (15) 10 Discover (15) Freight Amount 10 Total Tax, 15	Bart Salar Fagtar Bastar Adar Salar	Protection Reserve Section Reserve Section Reserve Section Reserve Res		k rome, can Parters Recking Units to Galow Institution Institution Reco Reco Reco Reco Reco Reco Reco Reco		Antere Bankle Nothere Bankle Mar Lare Galaxy and Welges morier Coulity: core elective; Social: 5		Jackson Caba Pearlann Rainfile Hinan Nar Gallese Trad Molight: Micro Charles Febre Referative Score 2	
Topiness Development Same ⁴ Same ⁴ Sam ⁴	Note In Programs Table And Lond 27-77 Net 22 How Program		CO Discover (15) 10 Discover (15) 10 Discover (15) Freight Amount 10 Total Tax, 15	Bert Soca Fight Massalann Ada C Ular & Whol Kusko Kusko Socary Socary	ere Televitere National Second Codes Record		L report, unor Person Renting unor the salar rent Mergin: micris Chully, dow training training town 1 Searces topole:		 A sension 		Satismic Class Pearlann Rueldin Maran Dar Sallon Iread Nologin: Maran Ouslin: False Takendin: Saton 2 General Establis	



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

reatures	
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.



World Headquarters • Cincinnati, OH USA • US 1-800-224-6266 • info@cincom.com • cincom.com/contact-us

Cincom, the Quadrant Logo, Cincom CPQ and Cincom Solution Configurator are trademarks or registered trademarks of Cincom Systems, Inc. Microsoft, Azure, and Microsoft Dynamics are registered trademarks of Microsoft Corporation. All other trademarks belong to their respective companies. © 2019 Cincom Systems, Inc. Printed in U.S.A. All Rights Reserved FORM CPQUS1502049 02/19