

# Configure Price Quote Performance, simplified.

**Purpose-built on an independent, scalable platform, the world's most powerful CPQ does more than generate even the most complex quotes instantly.**

SAP CPQ provides pricing behavior intelligence to determine pricing trends and can be the single, unified system to support global sales teams, partners and channels, eCommerce, and Internet of Things transactions. It supports multiple price books and currencies, 30 languages, quotes/proposals with thousands of line items and unlimited nesting. CPQ can also seamlessly integrate with any CRM, ERP, and the SAP Lead to Cash suite, including Contract Lifecycle Management, Commissions, e-learning, and Sales Enablement, delivering more selling power all in one place.

## **Sell faster with intuitive guided selling**

CallidusCloud CPQ simplifies complexity. Companies with the most intricate and diverse product configurations depend on CallidusCloud CPQ to enable salespeople, channel partners, and customers to quickly generate accurate quotes. The intuitively designed interface gives business users more quoting power, anywhere.

## **Empower Sales Managers with automated approval workflow and reporting**

Set guardrails to protect margins and automate the approval process throughout negotiations. Quickly uncover performance data insights through easy-to-use reporting tools, helping you make better business decisions.

## **Generate beautiful, professional proposals in seconds**

Effortlessly create high-quality proposal documents based on approved templates, content files, and pricing rules with the world's smartest document generator. Quotes can be delivered and signed instantly through several out-of-the-box e-signature integrations options.

**verizon**  
**connect**

# 300%

Increase in quote output and improved sales

**Atlas Copco**

# 4 mins

Reduce quoting from days to minutes



# 200+

Increase in purchase orders per week

## **HOW CAN CPQ HELP?:**

- Increase margins
- Get deals done faster
- Launch new products faster
- Increase cross-selling
- React faster to market changes
- Enable channel partners
- Consolidate configurators
- Onboard salespeople faster
- Support omni-channel selling
- Create customized, compelling proposals automatically
- Automate quoting collaboration

## SAP® Sales Cloud

### ABOUT SAP SALES CLOUD

SAP Sales Cloud, part of SAP Customer Experience, allows customers to sell more and create a lasting connection with your customers with AI-powered solutions that transform your lead-to-cash processes.

Follow SAP Sales Cloud



Learn more at  
[www.sapsalescloud.com](http://www.sapsalescloud.com)

[www.sap.com/contactsap](http://www.sap.com/contactsap)

© 2018 SAP SE or an SAP affiliate company. All rights reserved.

No part of this publication may be reproduced or transmitted in any form or for any purpose without the express permission of SAP SE or an SAP affiliate company. The information contained herein may be changed without prior notice. Some software products marketed by SAP SE and its distributors contain proprietary software components of other software vendors. National product specifications may vary.

These materials are provided by SAP SE or an SAP affiliate company for informational purposes only, without representation or warranty of any kind, and SAP or its affiliated companies shall not be liable for errors or omissions with respect to the materials. The only warranties for SAP or SAP affiliate company products and services are those that are set forth in the express warranty statements accompanying such products and services, if any. Nothing herein should be construed as constituting an additional warranty.

In particular, SAP SE or its affiliated companies have no obligation to pursue any course of business outlined in this document or any related presentation, or to develop or release any functionality mentioned therein. This document, or any related presentation, and SAP SE's or its affiliated companies' strategy and possible future developments, products, and/or platform directions and functionality are all subject to change and may be changed by SAP SE or its affiliated companies at any time for any reason without notice. The information in this document is not a commitment, promise, or legal obligation to deliver any material, code, or functionality.

All forward-looking statements are subject to various risks and uncertainties that could cause actual results to differ materially from expectations. Readers are cautioned not to place undue reliance on these forward-looking statements, and they should not be relied upon in making purchasing decisions.

SAP and other SAP products and services mentioned herein as well as their respective logos are trademarks or registered trademarks of SAP SE (or an SAP affiliate company) in Germany and other countries. All other product and service names mentioned are the trademarks of their respective companies. See <http://global.sap.com/corporate-en/legal/copyright/index.epx> for additional trademark information and notices.