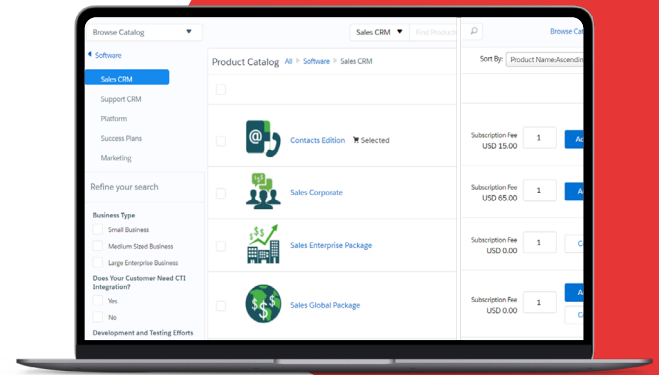


Conga Configure Price Quote (CPQ)

Revolutionize your revenue generating processes



Sell more affectively and increase win rates

Conga CPQ goes beyond quote-to-cash with efficient integrations, advanced analytics, and reporting. These robust features help our customers drive revenue efficiency and expand margins by delivering better price realization and increased volumes through recommended configurations, cross-sells, and upsells.

Conga CPQ enables a single unified commerce. With a single CPQ instance across all channels, organizations can configure orders across multiple channels using the same catalog, pricing, and configuration rules, realizing a faster time to value.

Challenges

- Sellers and buyers struggle to configure the correct solution when selling complex products and services
- Sales cycles are often delayed by quoting errors and manual approval processes
- Inconsistent pricing and rogue discounting reduce deal margins

Key benefits

- Generate full-spectrum quotes faster and more accurately, including both products and services
- Manage unlimited product complexity, including nestled bundles
- Deliver up-to-date pricing and promotions across all channels
- Ensure adherence to negotiated products and pricing

“ We now get out much more accurate quotes with good pricing guidance and sales reps can edit from within the cart. We’ve seen a 50% drop in time it takes to create a quote. We now automate a majority of our quotes, both direct and channel. This has been a huge win for our deal desk and sales operations teams. ”

Anisha Vaswani | Corporate CIO | Box

Conga CPQ delivers increased sales and improved margins by enabling a more efficient and profitable sales process

- Guided selling and real-time deal scoring increases win rates
- Intuitive admin console for day-to-day admin duties
- A single revenue lifecycle solution where your pipeline, orders, invoices, and contracts always match because they are all from the same data source
- Improve deal velocity with collaboration capabilities across teams, allowing various contributors to work in tandem, expediting the quote without compromising on quality
- Asset-based ordering for subscriptions, reorders, and renewals increases customer lifetime value
- Increase deal size with cross-sell and up-sell insights, including full contract visibility
- Seamless customer experience with a single unified commerce solution
- Rules-based configuration improves the accuracy of selling items with unlimited product complexity, including nested bundles
- Robust pricing and promotions that consider contracted pricing, improve margins and win rates, and drive higher customer loyalty
- True margin visibility with price waterfall and cost analysis

Real outcomes for Conga CPQ customers

25%

Increase in sales revenue

32%

Reduction in rogue discounting

51%

Improvement in quote quality

30%

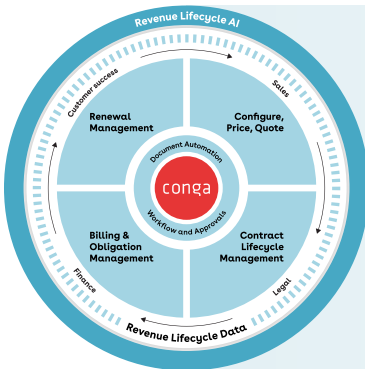
Increase in win rates

38%

Faster time to quote

22%

Increase in deal size



Today's leaders across departments have a unique opportunity to gain a Revenue Advantage, and achieving a Revenue Advantage requires a team effort. Conga's Revenue Lifecycle Management (RLM) platform combines Configure, Price, Quote, Contract Lifecycle Management, and Document Automation capabilities on a single open platform. Powered by a unified revenue data model, complete revenue intelligence, and purpose-built AI to help companies address their most complex revenue-related contract questions.



For more information

Email info@conga.com or visit conga.com