Conga Configure Price Quote (CPQ)

Sell more effectively in less time

Give your sales team everything they need to close a deal

More than 80 percent of B2B decision makers think sales reps are unprepared. And salespeople only spend about 22% of their time actually selling. What if you could empower your sales team to sell more, with a faster sales cycle—no matter how complex your product catalog might be?

Conga CPQ leverages artificial intelligence (AI) and machine learning (ML) to act as a “virtual coaching staff.” By eliminating manual processes and driving better selling behaviors, CPQ lets reps generate quotes faster and more accurately, ultimately leading to bigger deals at a higher win rate.

Challenges

• Sellers struggle to manage complex product catalogs and related pricing
• Sales 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 promotion across all channels
• Reduce revenue leakage
Conga CPQ has the capabilities you need to deliver accurate quotes more quickly and create smarter deals

- Guided selling and real-time deal scoring
- Intuitive admin console for day-to-day admin duties
- Configurable UI to create optimal workflows for each user
- Quote collaboration capabilities across teams with audit trails
- Asset-based ordering for subscriptions, reorders, and renewals

- Cross-sell and upsell insights with full contract visibility
- Multichannel sales on a single platform
- Multiple rule types and constraints
- Unlimited attributes for configuration, including nested bundles
- Integrated configuration calculations
- True margin visibility with price waterfall and cost analysis

Real outcomes from 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

Source: Conga Quote-to-Cash Impact Study