



ACCELERATOR

# Conga CPQ Accelerator Packages for subscription management

Achieve faster implementation and a quicker ROI with CPQ Accelerator



## CPQ Accelerators introduce simplicity and inject speed into your subscription implementations

A Configure Price Quote (CPQ) Accelerator package from Conga gets you up and running faster with proven processes, best practices, and Conga expertise. This is a Conga Professional Services pre-configured, ready-to-use solution to achieve greater ROI and a faster go-live.

Accelerator package	Start to go-live	Supported business processes
CPQ Accelerator	12 weeks implementation	New logo sale, add-on, renewals, and terminations
CPQ Accelerator Plus	14 weeks implementation	Same as above plus auto renewals and upgrade/downgrade

### Key benefits

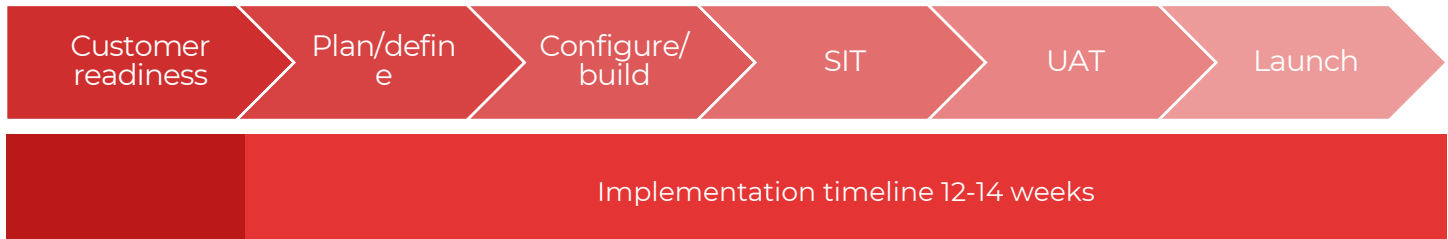
- **Customer success:** Conga experts have developed a customer readiness process that ensures you will have a successful implementation that meets your goals and expectations.
- **Improved efficiency:** A new offering designed and built by Conga industry experts, paired with comprehensive user stories to deliver an efficient implementation timeline.
- **Easy deployment:** Pre-configured foundational CPQ solution combined with a customer readiness process means that you can be up and running within weeks, not months.
- **Reduced costs:** Proven methodology with a fixed fee professional services offering provides predictable implementation costs.

CPQ Accelerator features	
Included pre-built CPQ features	
Complete subscription offering including new logo sales, add-ons, renewals, and terminations	●
Pre-defined customer readiness process workbooks to capture product, pricing, and approval data	●
Renewal automation including renewal up-lifts and co-term	●
Pre-built integration with Conga Sign for eSignature	●
Forecasting metrics, including annual contract value (ACV) and total contract value (TCV) calculations	●
Enhanced user experience with pre-built, intuitive quoting workflows	●
Optimized pre-built kit that includes page layouts, flows, shopping cart layouts, Conga Sign, and approvals to speed your realization of time to value	●

Score parameters	Accelerator	Accelerator Plus
Customer readiness process	●	●
Currencies	Single currency	Up to 2 currencies
Price lists	Single price list	Up to 2 price lists
Number of products	200	300
Number of bundles	10	15
Quote templates	2 templates	3 templates
Approval process	2 dimensional with 4 levels of approvers	3 dimensional with 6 levels of approvers
eSignature	Conga Sign	Add DocuSign or Echosign

● : Capability included

# Implementation methodology



- **Customer readiness:** Process includes working closely with the customer to prepare the necessary data and Salesforce environment components to support a successful project.
- **Plan/define:** Our experts establish a project plan, objectives, and deliverables, and review all User Stories to ensure we are meeting the requirements with the Accelerator scope.
- **Configure/build/prepare data:** Configure a defined scope with three individual periods. First, the scope and requirements are confirmed by the customer. Next, the solution is configured. Finally, the deployment plan is developed.
- **SIT (system integration testing):** Test the configured solution according to the pre-defined user stories in an integrated environment to ensure the solution is ready for user acceptance testing.
- **UAT (user acceptance testing):** The customer confirms the system is configured according to agreed-upon requirements and design.
- **Launch:** Deployment of the solution to production.



#### For more information

Email [info@conga.com](mailto:info@conga.com) or call your local Conga office to talk to an advisor.

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