



EDITIONS

# Conga Configure Price Quote (CPQ)

Complete configure price quote solution for every business



## Salespeople spend less than 22% of their time with prospects or customers

Built for enterprises that are digitally transforming their revenue operations, Conga CPQ empowers sales, partners, and customers to configure complex products and services, deliver accurate quotes, and create higher margin deals with the most up-to-date product and pricing information.

Conga CPQ leverages guided configuration and real-time configuration verification to act as a “virtual coaching staff,” scaling the actions of your best sales reps across your entire sales organization. By eliminating manual processes and driving better selling behaviors, Conga CPQ lets reps generate quotes faster and more accurately, ultimately leading to bigger deals at a higher win rate.

Conga CPQ is the only solution that can support large or complex configurations and pricing with much faster processing utilizing Conga TurboEngines.

### Quick Start CPQ

**Baseline configuration, pricing, and quoting**

For growing businesses and departmental sales teams looking to enable rapid access to innovative CPQ automation

### Essentials CPQ

**Best-in-class tools for faster sales cycles**

For enterprises needing to configure any type of product or service offering with unlimited features, options, bundles, and constraint rules

### Enterprise CPQ

**Advanced capabilities to simplify complex sales**

For enterprises with highly specialized needs like engineer-to-order products, mass renewals management, and deal scoring

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## Edition comparison

CPQ feature	Quick Start CPQ	Essentials CPQ	Enterprise CPQ
<b>Products and configuration</b>			
Product catalog	●	●	●
Standalone products	●	●	●
Single-level product bundles	●	●	●
Configuration rules: inclusion, exclusion, quantity, duration	●	●	●
Catalog search with filters	●	●	●
Multiple product catalogs		●	●
Product images and collateral		●	●
Recommendation rules		●	●
Asset-based rules		●	●
Multi-level search filters		●	●
Attribute-based rules		●	●
Guided selling engine and wizard		●	●
Product visibility and availability rules (for location, channel, and user)		●	●
Product comparison		●	●
Multi-level configurable bundles (nested bundles)			●
Smart search			●
Attribute value mapping			●
Numeric expressions			●
TurboConfig			\$
<b>Pricing management</b>			
Pricing discounts by percentage, amount, and volume	●	●	●
Multiple price lists	●	●	●
Multiple charges	●	●	●
Related pricing	●	●	●
Targeted selling by channel or geography		●	●
Pricing tiers and ramps		●	●
Attribute-based pricing		●	●
Usage-based pricing		●	●
Agreement/contract pricing		●	●
Formula-based pricing		●	●
Price waterfalls			●
Deal maximizer ratings and recommendations		\$	\$
Promotions			\$
Rebates			\$
TurboPricing		\$	\$

\$: Capability offered at an additional cost

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CPQ feature	Quick Start CPQ	Essentials CPQ	Enterprise CPQ
<b>Quote and order</b>			
Quote template designer	●	●	●
Quote in MS Word, PDF, or RTF	●	●	●
Dynamic document generation		●	●
Multi-site quoting		●	●
Location-based quoting		●	●
Automated renewals		●	●
Quote collaboration and tracking		●	●
Favorite configurations		●	●
Integration to eSignature		●	●
Adobe Sign		\$	\$
Customer/partner portals			\$
<b>Subscription management</b>			
Purchase repository across account hierarchy		●	●
Change, renew, swap, or terminate subscriptions		●	●
Add-ons and co-termination		●	●
Term computation and proration		●	●
Automated renewal generation			●
Split/merge subscriptions			●
<b>Services CPQ</b>			
Eligibility framework for services			●
Per unit, flat price, by a period, by the UOM			●
Service as a % of equipment			●
Pool pricing across equipment			●
Service agreements			●
<b>Advanced capabilities</b>			
Request and generate contracts from quotes			●
X-Auther Enterprise			●
QTC data migration app			●
Max Intelligent Assistant			●

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CPQ feature	Quick Start CPQ	Essentials CPQ	Enterprise CPQ
<b>Reporting and analytics</b>			
Standard reports and charts	●	●	●
Alerts and notifications	●	●	●
Share and schedule reports	●	●	●
<b>Approvals and workflows</b>			
Standard CRM approvals	●	●	●
Approval queues		●	●
Delegation of authority matrix incl. out-of-office		●	●
Advanced approvals for Conga and non-Conga objects/entities		●	●
<b>Approvals and workflows</b>			
Document level security	●	●	●
Detailed audit history	●	●	●
User acceptance testing account	●	●	●
Enterprise-grade security	●	●	●
Mobile capabilities	●	●	●
Clicks-not-code administration	●	●	●
Permissions management	●	●	●
30+ languages and currencies	●	●	●
<b>Implementation, training, adoption, and support</b>			
Quick-start training videos	●	●	●
Configurable KPI and adoption dashboards	●	●	●
Customer success account reviews	●	●	●
Implementation Accelerator	\$	\$	\$
Premier or Premier Plus customer support		\$	\$
Conga Managed Services		\$	\$

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**For more information**

Email [info@conga.com](mailto:info@conga.com) or visit [conga.com](https://conga.com)