

# Oracle CPQ (Configure Price Quote)

## Sell More. Sell Faster. Sell Anywhere.

Find the best product for the customer, price it, and provide an accurate, professional-looking quote. Sounds simple, right? It should be, but many companies require their sales representatives to navigate complex technical and process challenges in order to serve the customer.

Your revenue stream is on the line. Product, pricing, and quoting solutions must be easy to use. Serving the customer should always come first - even if your sales process involves complex product configuration, regional differences, customer-specific pricing, and existing contractual agreements. But many businesses have not streamlined their sales process to embrace these requirements so sales reps spend too much time making quotes and not enough time making quota.

Empower your sales team to spend less time with internal processes and more time with the customer using one end-to-end solution. Oracle CPQ offers sales personnel the opportunity to easily configure and price complex products or services, select the best options, review promotions and deal terms, and take advantage of upsell or renewal opportunities all with a seamlessly automated workflow.

Oracle CPQ helps companies sell smarter by automating much of the opportunity-to-quote-to-order process, including product selection, configuration, pricing, deal negotiation, quoting, contracting, ordering, and approval workflows.

Below are just a few Oracle CPQ features that vastly improve sales outcomes:

## KEY BENEFITS OF AN ORACLE CPQ SOLUTION

- **Increase Deal Profitability:** Define price parameters, including the discount level to maximize margins.
- **Streamline Approvals:** Automatically bypass approval process by pre-determining quoting restrictions and triggering managerial approval parameters.
- **Standardize Contracts:** Merge contracts, highlight differences in two contract versions, store contracts with accounts.
- **Grow with your Business:** Easily roll out new products and services as they become available.
- **Reduce Rep Admin Time:** Give reps the ability to concentrate on selling by offering direct meetings with customers instead of that time spent searching for product information or tracking down approvals.
- **Generate Renewals:** Accept, modify or terminate contracts using a Subscription Ordering interface.

## CONFIGURE

Feature	Benefit
Guided Selling	Reduces training requirements by providing effective steps to help identify customer needs and relevant product offers.
Intuitive Configuration	Sell confidently and quickly; every configured offer is 100% accurate and validated.
	Reduce the number of deals that require product engineering collaboration...and sales bottlenecks that frequently result.
	Make business a pleasure: re-usable rules and easy-to-understand screens encourage channel sales and customer self-service. Build your brand with sales reps, partners, and customers.
Any device	Enables collaborative side-by-side selling in the field. Interact with the customer where s/he is and on his/her level. Let your customer help configure the solution in real-time; thus reducing back-and-forth iterations.
Subscription Ordering	Easily configure and manage subscription annuities, software license contracts, support agreements and renewals including end dates, and prorated pricing.

## PRICE

Feature	Benefit
Pricing where it is needed	Support multiple price books, discretionary discounting, localization, seasonality, promotions, channel pricing, multi-tier pricing and much more.
Deal management intelligence	Remove the guesswork from pricing: price scoring, the last price paid, KPI deal comparison, historical trends, and predictive win optimization guide reps to the price that maximizes margin and win rate.
Dynamic workflows	Notify the correct approvers and encourage their rapid response via smart-phone approvals; sales reps with more time to work with the customer.
	Innovative Automated Sales Cycle control facilitates validation gates through which deals pass, controlling visibility and access among relevant participants at every point in the sales process.

## QUOTE

Feature	Benefit
Document Designer	Automates the task of creating proposals with accurate quote specifics in a single click. Can also be used to produce all documents needed throughout the sales process including custom-branded quotes, statements of work, engineering documents, data sheets, and contracts.
Contract Management	Automates the generation of dynamic contracts including routing for approvals and signatures, enabling users to compare and merge contracts, highlighting differences among contract versions, accepting or rejecting specific changes made by the customer or legal department, storing contracts with accounts or opportunities and analyzing contract trends.
Flexible Support	Built-in multi-language compatibility and flexible document output include PDF, Microsoft Word or Rich-Text formats.
Electronic Signatures	Close deals faster by sending and receiving official electronic signatures via integration with market-leading e-signature vendors, including DocuSign and more.

## CUSTOMER SUCCESS

Customers around the world have experienced significant results with Oracle CPQ Cloud, including:

- 10x increase in quotes per month.
- 3 to 7-day process reduced to less than 30 minutes.
- 117% revenue growth.
- Margin increased by 1.5%.
- 20% increase in productivity of inside sales group.
- Faster, 100% accurate quotes.
- Decreased quote-to-cash time – weeks turn into days.
- Time to produce large proposals: Days turn into seconds.
- 0% error rate (down from 70%).
- 400% increase in sales (based on an average 50% increase in support).

## WHY ORACLE CPQ?

Oracle CPQ provides a flexible, scalable, enterprise-ready configuration, pricing, and quoting (CPQ) solution ideal for companies that sell all varieties of products and services across direct, indirect, and e-commerce sales channels. With it, enterprises can optimize complex selling processes for faster sales cycles, improved margins, improved pricing discipline—and ultimately, improved customer satisfaction. The proven CPQ leader, Oracle invests more in research and development (R&D) for its Oracle CPQ products than all other vendors combined, and is backed by the industry's most extensive expertise, training, and support services.

## FOR MORE INFORMATION

You can find out more about Oracle CPQ from one of these links:

[Gartner Positions Oracle CPQ as a Leader](#)

[Oracle CPQ Web Site](#)

Customer Stories, White Papers, and more at:

[www.oracle.com/applications/customer-experience/cpq/resources.html](http://www.oracle.com/applications/customer-experience/cpq/resources.html)

## CONNECT WITH US

For more information about Oracle CPQ, visit [Oracle CPQ](#) or call +1.800.ORACLE1 to speak to an Oracle representative.

Integrated Cloud Applications & Platform Services

 [blogs.oracle.com/cx](https://blogs.oracle.com/cx)

 [facebook.com](https://facebook.com)

 [twitter.com](https://twitter.com)

Copyright © 2018, Oracle and/or its affiliates. All rights reserved. Oracle and Java are registered trademarks of Oracle and/or its affiliates.

Other names may be trademarks of their respective owners.



Oracle is committed to developing practices and products that help protect the environment

ORACLE®