Sell faster with a robust catalog and rules-driven configurator

Users can easily search for the right product and compare against similar products with centralized product and pricing information. Eliminate or minimize expenses associated with publishing and distributing price lists. Give everyone in the process access to current information.

Prevent sales reps from selecting incorrect product configurations or prices to avoid lengthy delays and costly errors. Automatically make sales reps, partners, and customers aware of add-ons, options, and special promotions to increase deal size.

Key benefits:

Harness Valuable data from your CPQ
Understand average selling price, discounting, and margin health. Track manager approval speeds.

Sell more, faster
Empower sales reps with discounting guardrails and automated approval workflow.

Improve customer experience
Prepare or edit quotes in front of the customer from any mobile device.

“Ask the Expert”
Feature educates sales at the point of execution. Sales can respond to customers with accurate, timely information.

Support multi-tier pricing and e-commerce
Sell your solutions globally in any currency and language.

Empower Sales Managers with automated approval workflow and reporting

Automate and streamline the approval process while protecting margin throughout any negotiations. Different criteria can be set to trigger an approval, such as exceeding discount, gross margin thresholds, or selecting non-standard terms. Quotes that do not trigger an approval are automatically approved to speed up quote delivery. Since sales reps can always see margin health, delays in non-standard discounts and negotiations are minimized.

Uncover performance data insights through easy-to-use reporting tools, and make better business decisions. Get real-time status at a glance by using dashboards that display your key performance indicators. With the CPQ by CallidusCloud intuitive drag-and-drop ad hoc reporting tool, you can quickly build your own reports. And, you can take advantage of prepackaged security, workflow, compensation reports, and sales performance analytics by role.

Configure Price Quote

Configure Price Quote (CPQ) by CallidusCloud does more than automate the quote and proposal process. CPQ provides you with pricing behavior intelligence to help determine pricing trends. See what products are selling most, to whom, when, and at what price.

Requiring only a browser, CPQ by CallidusCloud allows you to quickly configure, price, quote, propose, and sell your offerings from any device. Whether you sell direct, business to business or through ecommerce, you can respond to your customers on their timelines.
Create quotes and proposals with just one click

Make product selections and pricing in seconds. Quotes can be delivered to customers through a secure link, which they can accept and turn into an order immediately. Electronic feedback and acceptance along with automated approvals significantly eliminate unnecessary delays and shorten the sales cycle.

Automate the creation of high-quality documents based on approved templates, content files, and pricing rules. Automatically merge customer, product, and other data into a consistent professional looking document. DocuSign integration allows you to have customers sign off on quotes.

Streamline order management

Streamline the entire order management process by allowing sales reps, channel partners, and customers to select the right products. Seamlessly convert those products to orders with a click of a button. Handle customer and subsidiary-specific pricing and multiple contracts per part number. When quoting based on assumed consumption, it’s easy to track orders against a customer’s volume obligations. Out-of-the-box integration to Salesforce.com, Oracle, Microsoft Dynamics, NetSuite, and leading ERP solutions keeps the forecast and inventory accurate.

Quote anywhere, anytime with CPQ mobility

Sales reps are mobile and need access to all their integrated tools while on the go. Having CPQ on mobile devices enables sales reps to prepare quotes at customer meetings and potentially shave days off the sales cycle. With CPQ by CallidusCloud, sales reps have a choice of mobile access:

- Apple iOS Native app
- Salesforce1 app

The Salesforce1 integration extends the Salesforce.com system, providing a one-stop-shop for all the tools needed to maximize revenue, drive sales performance, and improve productivity. The Salesforce1 app will pull in key opportunity and customer information from Salesforce.com, making quoting easy!

Both the Salesforce1 and iOS native CPQ app have the exact functionality, and similar look and feel as its desktop counterpart. Whether the sales rep is updating an existing quote, or creating a new quote, sales reps can access a product catalogue with millions of SKUs, receive up-sell and cross-sell alerts, and see real-time estimated compensation – all from their mobile device.