



# CPQ JUMP START

Supercharging Sales with Salesforce CPQ in just 8 weeks



Sales Cloud



Service Cloud



Experience Cloud



Integration  
/Mulesoft



CPQ



Digital Engagement



Security & Privacy



MC Account  
Engagement



Sales Cloud Einstein



Mobile



Platform



Heroku



Process Automation

## Have you heard your clients discuss these challenges?

Challenges	Root Cause
Poor Deal Execution Inaccurate quotes Slower approvals Inconsistent discounting Inefficient renewal process	Manual Process
Broken Relationships No support for new business models Missed renewals & upsells	Poor Business Rule Execution
No single source of truth Poor data quality causing severe failures No visibility on customer purchasing data	Disconnected sales & finance teams
Product volume breaks pricing rules Complex Implementation for new business rules High complaints rate Increasing failure rate	Incorrect Systems & Processes

## Wouldn't it be great if ....

You had a partner you could speak to who already understood these challenges

You had a partner who already solved these customer's challenges and could speak their language

Your partner has developed an accelerator that enables the client to realise tangible benefits in just a few weeks

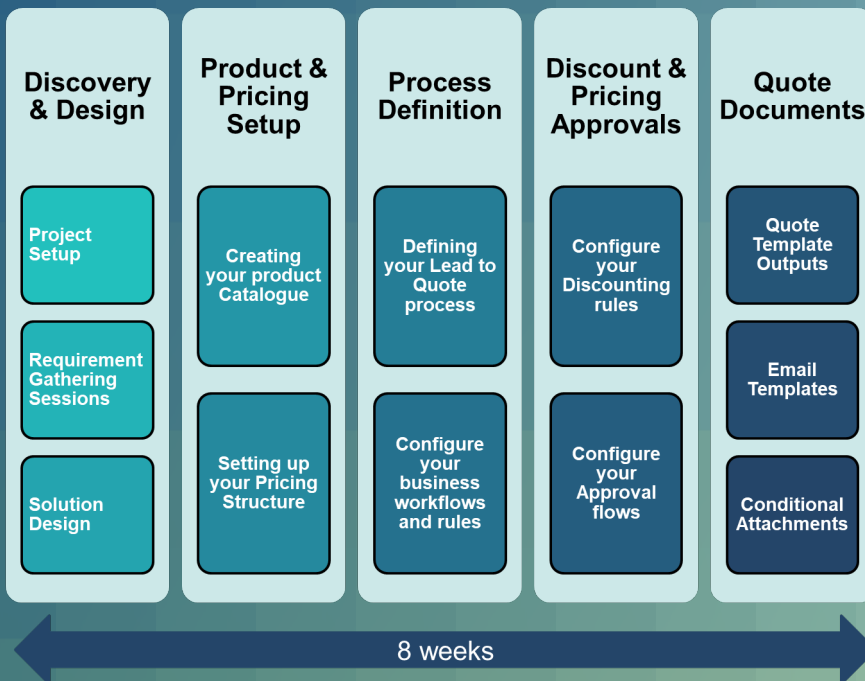
Demonstrating value in just a few weeks drives adoption and creates new opportunities for account to grow further resulting in higher ACV (a win-win for all)

## Then why wait?

# Let's deliver CPQ in just 8 weeks

It is not about perfection; it is about getting value at the earliest... We can get you up and running in as little as 8 weeks.

We have a tried and tested process to get started that can help with ROI too.



We implement an CPQ accelerator that will provide customers with faster and accurate quotes, eliminate potential error sources, and configure business rules that automatically safeguard their margin. We will automate handoff and create a seamless process from sales to finance which eliminates manual data entry.

### We'll bring some help, typically:

A Salesforce CPQ specialist, 1 or 2 Salesforce Developers & a Salesforce Architect to support.

### Considerations:

- # of products & pricing complexity
- # of approval processes & discounting levels
- # of quote templates required
- CPQ + Billing to be considered for phase 2

[www.reply.com/en/salesforce](http://www.reply.com/en/salesforce)

Reply has been a Salesforce Partner since 2005 and we are proud of our customer satisfaction record that can be viewed on Salesforce [AppExchange](#). Alongside the certifications, our long list of Salesforce expertise and our project history, we are also recognised by Gartner as Leaders in their CRM and Customer Experience Magic Quadrant.

After delivering a few projects on CPQ, we are aiming to become the partner of choice and an expert on CPQ. With our ambition in mind, we will be continuously pushing boundaries to deliver CPQ faster, cheaper, and more securely while exceeding customer expectations. Below customers trusted us to deliver CPQ and continue working with us.

**BAUSCH + LOMB**



Messe München