



CPQ.

CONFIGURE, PRICE, & QUOTE

AXOLT CPQ (Configure, Price, Quote) helps companies accurately define the price of goods across a huge and constantly changing spectrum of variables. CPQ aggregates these variables, which in turn allows companies to configure products or services in the most optimal way (i.e. bundling, upsells, etc.), price them according to costs, competition and local economic factors, and quote a customer the absolute best price possible in accordance with all of the above factors.

In the past, processing orders has been a labor-intensive job. Now, with AXOLT CPQ, the process is much more streamlined. This means added benefits to your business.

BENEFITS OF AXOLT CPQ



Faster Turnaround

The sales process becomes much faster because your customer does not have to wait for a quote to be priced.



Minimal Errors

CPQ software also leads to a massive reduction in quoting errors



More Selling Opportunities

In addition to giving you the opportunity to speed up the sales process, you can also increase the size of sales as they come in.



Faster Training

New sales associates no longer need to be trained in every aspect of the process.



Contract Process

By creating quote you can easily send contract to the customer by docuSign.



What is CPQ ?

Sales can pose a significant challenge in both the retail and manufacturing industries due to the varying configurations of products. Pricing quotes can be especially difficult for sales associates to provide when there are different pricing structures based on materials, features, quantity, discounts, and other factors.

Fortunately, Configure, Price, Quote (CPQ) software is available to address this issue. CPQ software is designed to assist organizations in generating precise and real-time pricing quotes. With the aid of this software, sales associates will have all the necessary information to furnish accurate quotes.

Benefits of CPQ Software

Previously, order processing was a time-consuming task that required a lot of manual effort. However, with the advent of CPQ software, the process has become significantly more efficient, allowing your business to reap several benefits.

Accelerated Turnaround Time

The adoption of CPQ software enables the sales process to accelerate as customers no longer need to wait for a quote to be priced. With CPQ software, product configuration rules are automated, allowing quotes to be generated in mere minutes.

This improved efficiency facilitates quicker order processing, freeing up your sales team to focus on expanding the customer base and delivering enhanced customer service.



Reduced Error Rate

CPQ software also leads to a massive reduction in quoting errors. By automating the product configuration process, users can see exactly what options are available to them and they can't select incompatible options.

There is no problem with customers ordering products which cannot be made to their specifications. As such, there are fewer production problems and errors, resulting in significant savings the company in the long-run.



Opportunities to Increase Sales

In addition to giving you the opportunity to speed up the sales process, you can also increase the size of sales as they come in.

For example, if you were dealing with a contractor who wanted to purchase office chairs for their office renovation, you could give them an immediate quote for the specified product. And CPQ software can also help you to select other related products to upsell the customer on other features by giving them real-time quotes on those upgrades.



Faster Training

With the integration of CPQ software, new sales associates no longer require extensive training in every aspect of the quoting process. Previously, for instance, in the case of a client who sells movable chairs, associates would need to be trained on all the rules governing the configuration and dimensions of the product, a process that could take weeks or even months before the associate could start taking orders independently.

However, with CPQ software, this entire process is automated, and associates need only make their selections, with the software taking care of the rest.



Finding the Best CPQ Software

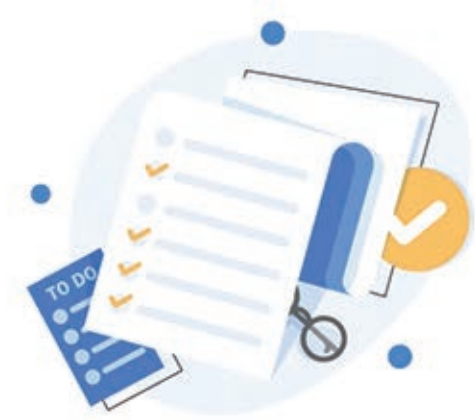
As with any product, not all CPQ software packages are created equally. We've worked with many of the clients and identified what's needed to make their business run smoothly with our CPQ software.

The following list compiles the most important CPQ functions sought by clients. It represents the truly essential points to look for when finding a CPQ software company to meet the needs of your business.

1. Bill of Material (BOM)

A good product comes from a configuration in which we can select required Bill of materials to create a single product. Good CPQ software will create a dynamic bill of materials (BOM), the list of materials used in a product, with ease.

For instance, a seemingly simple product like a car can have multiple parts under the configuration like , It includes where we select like the color, different types of seats, tyre, head lights and etc. Even the paint that will used it can be a part of the BOM. If an item used in the creation of a product also has supporting BOM's , those can also be included on the BOM.



A CPQ software takes the features and options your customer selects and places them into an interface to create a BOM. From there, the customer (or maybe just your sales associate) can see exactly what parts will go into making each configured product. This helps create an accurately priced quote, as everyone knows exactly what will go into the creation of the order.

2. Auto Calculations

One of the biggest concerns users run into with customer requests is when the customer chooses options that are difficult to create a quote. This creates an uncomfortable situation where the sales associate has to go back to the customer and select new options, just to complete the quoting process.

For this reason, CPQ software should be able to perform auto calculations. When a sales associate enters the customer's request into the software, the software should have safeguards to block an order from being generated if it is outside the specifications of the quoting requirements.



Many times, the calculations involved in these requests are quite complex. The CPQ software prevents mistakes from being made which reduces overall errors, inaccurate quotes, and unhappy customers.



3. Configurator

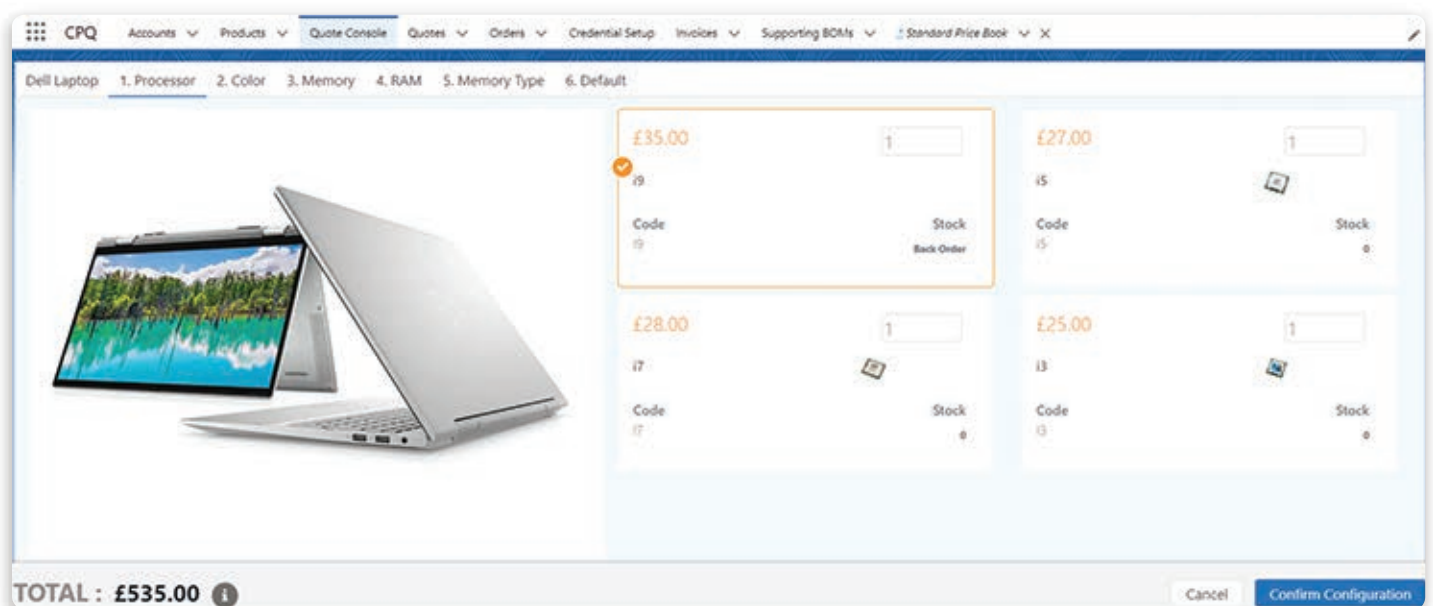
When your product has dozens, hundreds, or thousands of potential components, filtering them becomes a critical feature in CPQ software. Sales agents can get the customer's preferences for certain items and smart filters will show them which options meet their criteria.

This is incredibly useful for your sales staff because it makes your catalog of products dynamic. It's especially useful for identifying add-on features to upsell customers. It makes the whole process easier, so you don't have to sort through thousands of potential options just to find the few you are looking for.



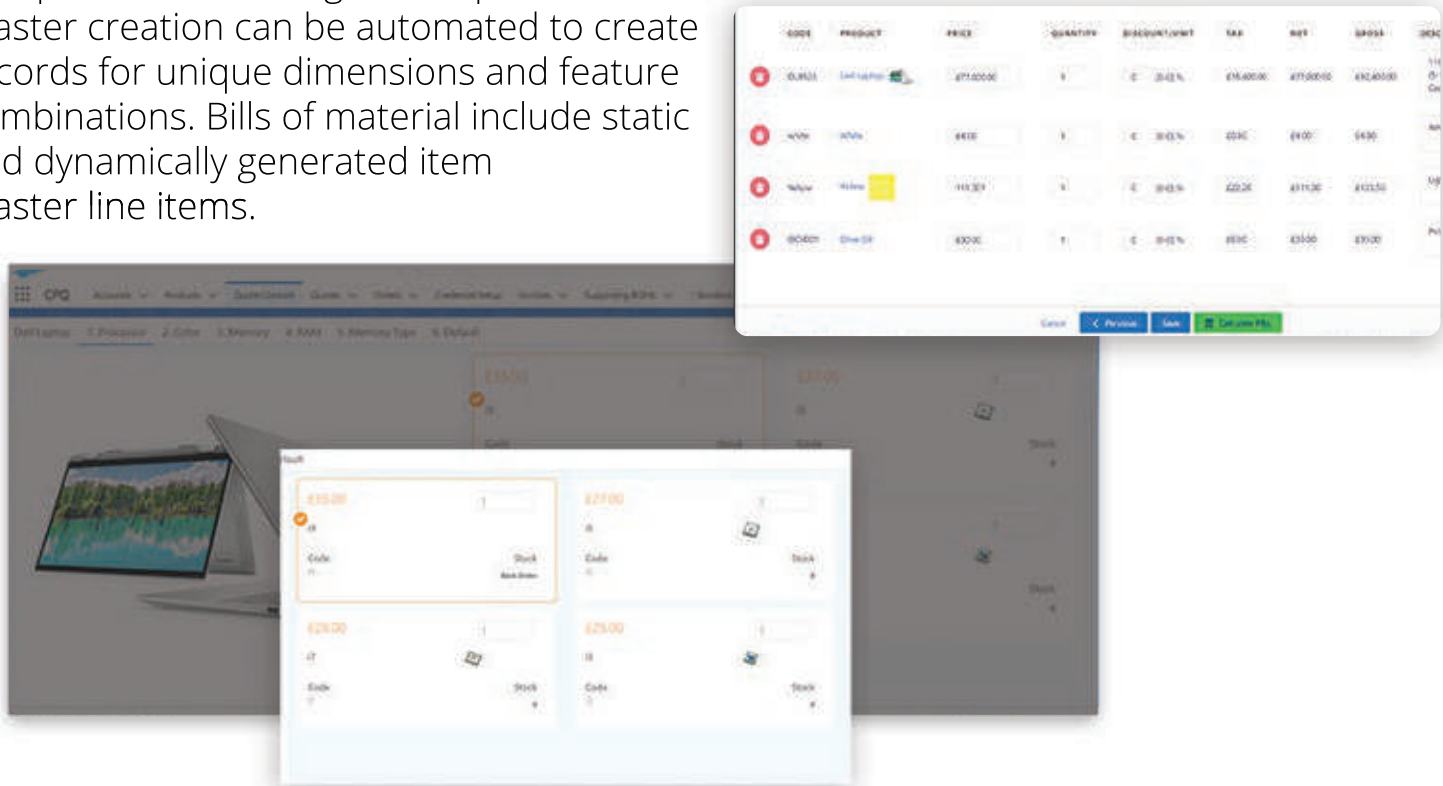
A Product Configurator for complex products

"Easily configure even the most complex products using our robust CPQ solution. Rules and logic intelligently guide users through the product configuration process while options show customers what they've created in real time as each option is selected."



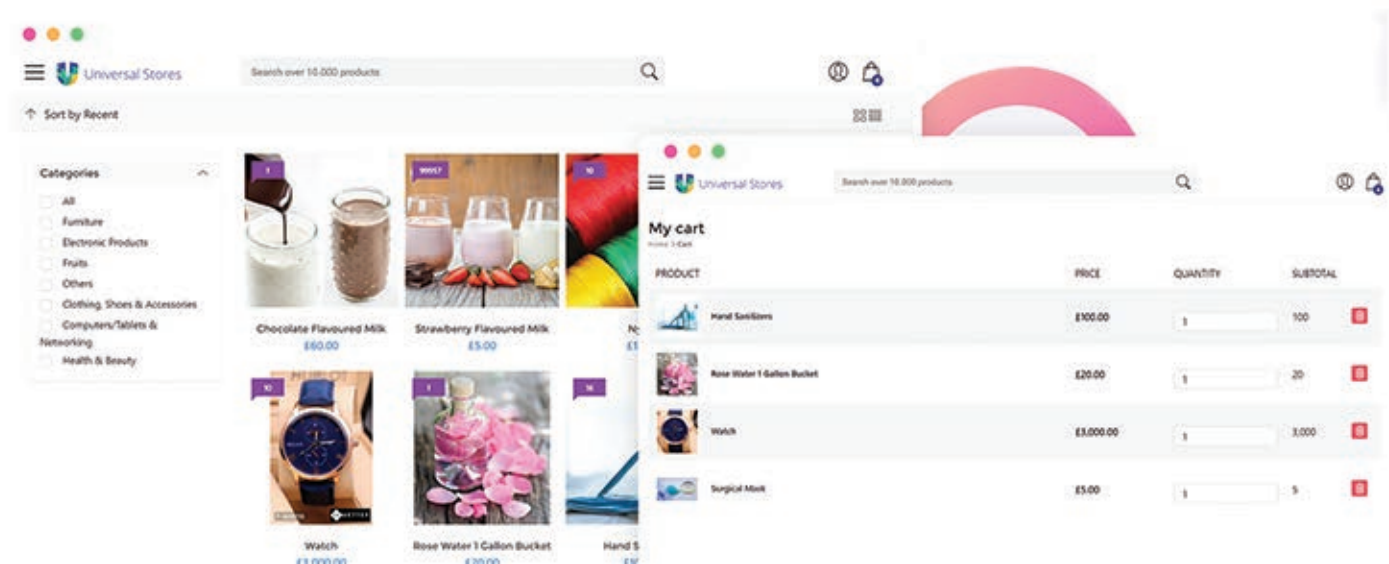
4. Item Master and Part Creation

Axolt CPQ handles item master and part creation as a piece of the configuration process. Item master creation can be automated to create records for unique dimensions and feature combinations. Bills of material include static and dynamically generated item master line items.



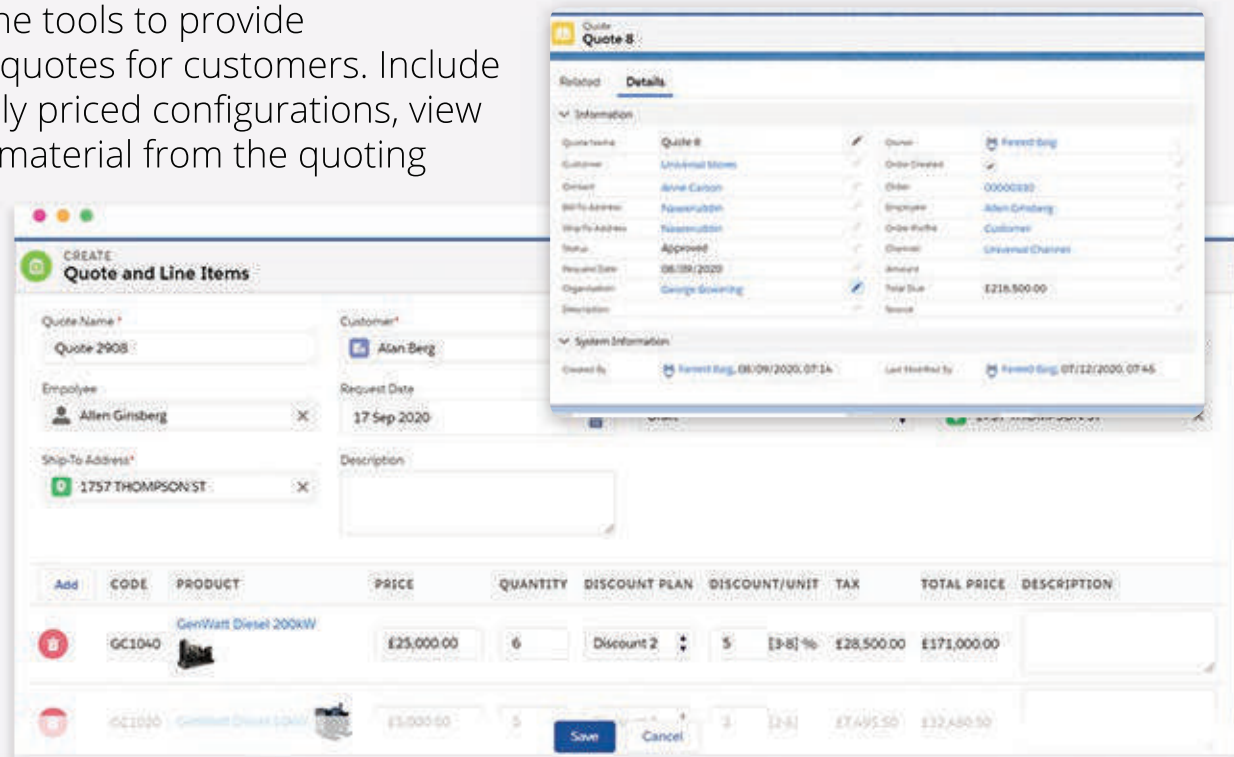
5. Product Catalogue

Complete the sales process by submitting orders through Axolt CPQ's community product catalogue, Monitor ordering with customizable reports and an order queue for reviewing orders before final approval. Axolt CPQ provides all of the tools needed to move your entire sales process into a single application."



6. Quote Console

Axolt CPQ has the tools to provide comprehensive quotes for customers. Include line items for fully priced configurations, view and edit bills of material from the quoting interface, manage customers, and generate dynamic quote documents.



CREATE Quote and Line Items

Quote Name:

Customer:

Employee:

Request Date:

Ship-To Address:

Description:

CODE	PRODUCT	PRICE	QUANTITY	DISCOUNT PLAN	DISCOUNT/UNIT	TAX	TOTAL PRICE	DESCRIPTION
GC1040	GenWatt Diesel 200KW	\$25,000.00	6	Discount 2	5	[3-8] %	\$28,500.00	\$171,000.00
GC1030	GenWatt Diesel 100KW	\$5,000.00	5			[2-8] %	\$7,495.00	\$32,480.00

Quote Details

Quote Name: Quote 8

Customer: Universal Motors

Order Created: [checked]

Order: 00000330

Employee: Allen Ginsberg

Order Profile: Customer

Channel: Universal Channel

Amount: \$218,500.00

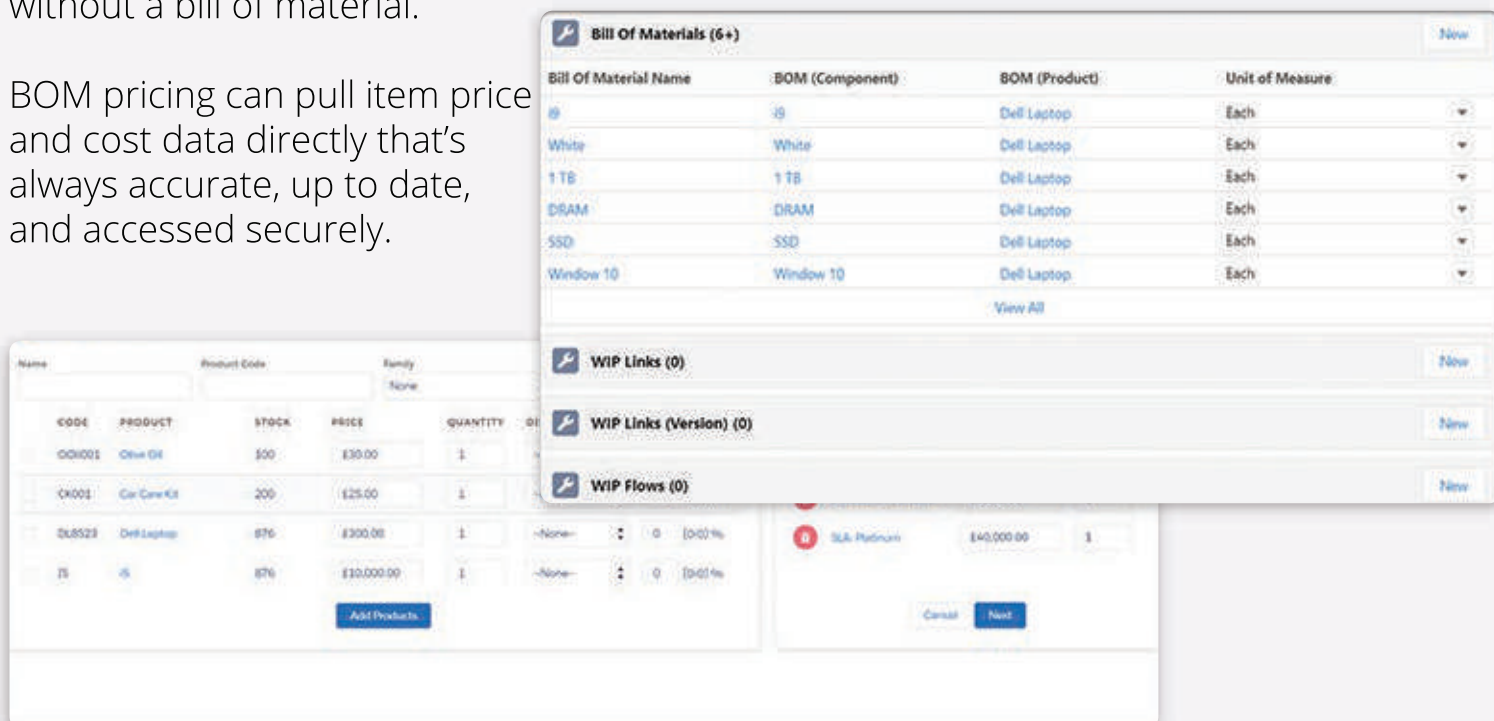
Created By: Robert Berg, 08/09/2020, 07:14

Last Modified By: Robert Berg, 07/12/2020, 07:45

7. Price and cost calculations

Calculate prices using bill of material item data or generate pricing dynamically without a bill of material.

BOM pricing can pull item price and cost data directly that's always accurate, up to date, and accessed securely.



Bill Of Materials (6+)

Bill Of Material Name	BOM (Component)	BOM (Product)	Unit of Measure
	i9	Dell Laptop	Each
White	White	Dell Laptop	Each
1 TB	1 TB	Dell Laptop	Each
DRAM	DRAM	Dell Laptop	Each
SSD	SSD	Dell Laptop	Each
Window 10	Window 10	Dell Laptop	Each

[View All](#)

WIP Links (0)

WIP Links (Version) (0)

WIP Flows (0)

Name	Product Code	Family	None
CODE	PRODUCT	STOCK	PRICE
GC0001	Olus DE	500	\$30.00
CK001	Car Care Kit	200	\$25.00
DL8523	Dell Laptop	876	\$300.00
IS	i5	876	\$10,000.00

Add Products

SKU Platform \$40,000.00 1

Cancel **Next**

8. Provide Comprehensive Quotes for Customers

View the optimal target pricing guidance at the time of quote creation and approval

Quote: 00010932

Status: Draft

Details

Information

Quote Name	00010932	Owner	Johnathan
Customer	John Doe	Order Created	
Contact	John Doe	Order	00002355
Bill-To Address	1757 THOMPSON ST	Employee	Allen Ginsberg
Ship-To Address	1757 THOMPSON ST	Order Profile	Customer
Status	Draft	Channel	
Request Date	09/06/2021	Amount	
Organization	Global Organization	Total Due	£92,574.36
Description		Source	
Detail			
Contact			
Number of Items	4		
Total Tax	£15,429.06		
Total Discount	£0.00		

QUOTE

647-444-1234
your@email.com
yourwebsite.com

1 Your Address
City, State, Country
ZIP CODE

To: Client Name
1 Client Address
City, State, Country
ZIP CODE

Quote Number: 00010932
Date Of Issue: 09/06/2021

Quote Total: **\$4520.00**

Description	Unit Cost	Qty / Hr Rate	Amount
Your item Name Item description goes here	\$1000	1	1000
Your item Name Item description goes here	\$1000	1	1000
Your item Name Item description goes here	\$1000	1	1000
Your item Name Item description goes here	\$1000	1	1000

9. Contracts

Axolt CPQ has integrated **DocuSign, Inc. (DocuSign®)** eSignature into the system. The integration will give businesses greater efficiency in managing the entire contract management process for faster speed to results, lower costs, increased security and compliance, and a better experience for customers, partners, suppliers and employees.

DocuSign

WELCOME MO NASEERUDDIN AKHTAR

Select Document
Standard Quote Document
Custom Document

* Document Name
Quote - Quote 10-12-2021 1

* File Extension
pdf

* Recipients Name
Alan Berg

* Recipients Email
dhen@berg.com

* Email Subject
Please sign the contract

CPQ Accounts Products Quote Console Quotes Orders Channel Setup Invoices Supporting SKUs Standard Price Book

Quote 10-12-2021 1

Status: Draft

Details

Information

Quote Name	Quote 10-12-2021 1	Owner	Alan Berg
Customer	Alan Berg	Order Created	
Contact	Alan Berg	Order	
Bill-To Address	1757 THOMPSON ST	Employee	
Ship-To Address	1757 THOMPSON ST	Order Profile	Customer
Status	Draft	Channel	
Request Date	10/12/2021	Amount	
Organization		Total Due	£387.00
Description		Source	
Detail			
Contact			
Number of Items	2		
Total Tax	£0.00		
Total Discount	£0.00		
Shipping Amount	£0.00		
Shipping Tax	£0.00		

System Information

Created By: Alan Berg, 10/12/2021, 10:42
Last Modified By: Alan Berg, 10/12/2021, 10:42

Activity

Filter All Items All Activities All Types

Upcoming & Overdue

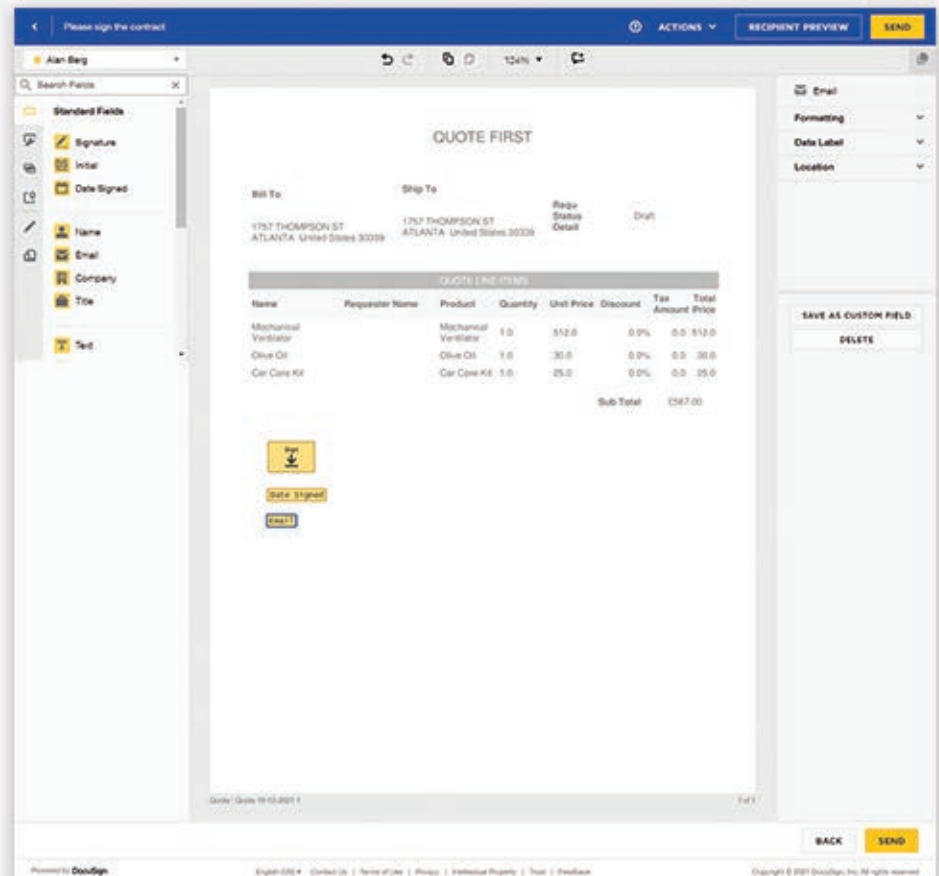
No next steps
To get things moving, add a task or set up a meeting.

No past activity. Past meetings and tasks marked as done show up here.

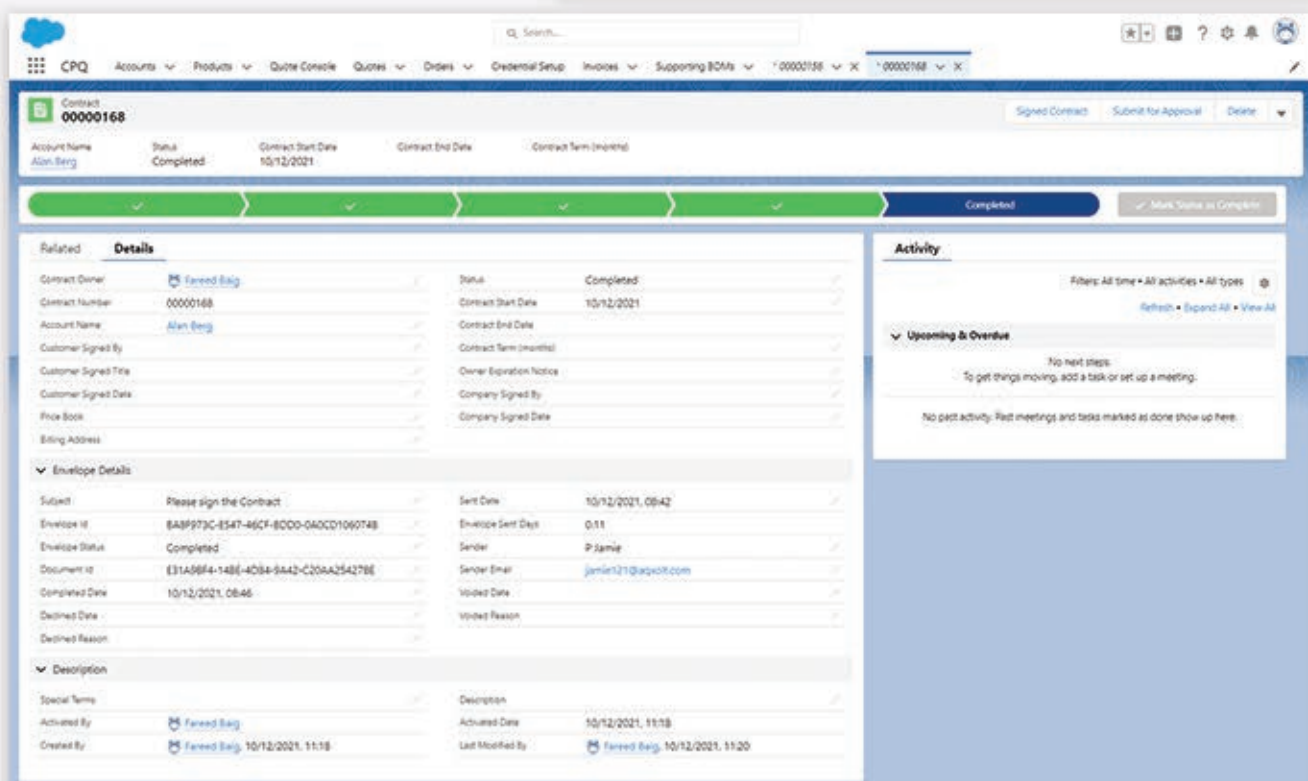
DocuSign

The integration with DocuSign will bring a significant boost to the Axolt CPQ, enhancing the already comprehensive Contract Lifecycle Management (CLM) solution to enable business organizations of all sizes to efficiently author, manage, monitor and sign contracts 100% digitally – with an unprecedented ease of integration with their existing business processes.

- Customize signature blocks at both company and user level
- Sequence signers for individual contracts
- Provide custom placement of the signature block, initials, signature, full name etc.
- inside the contract on every page
- Replicate entire signature blocks anywhere in a contract with just a click



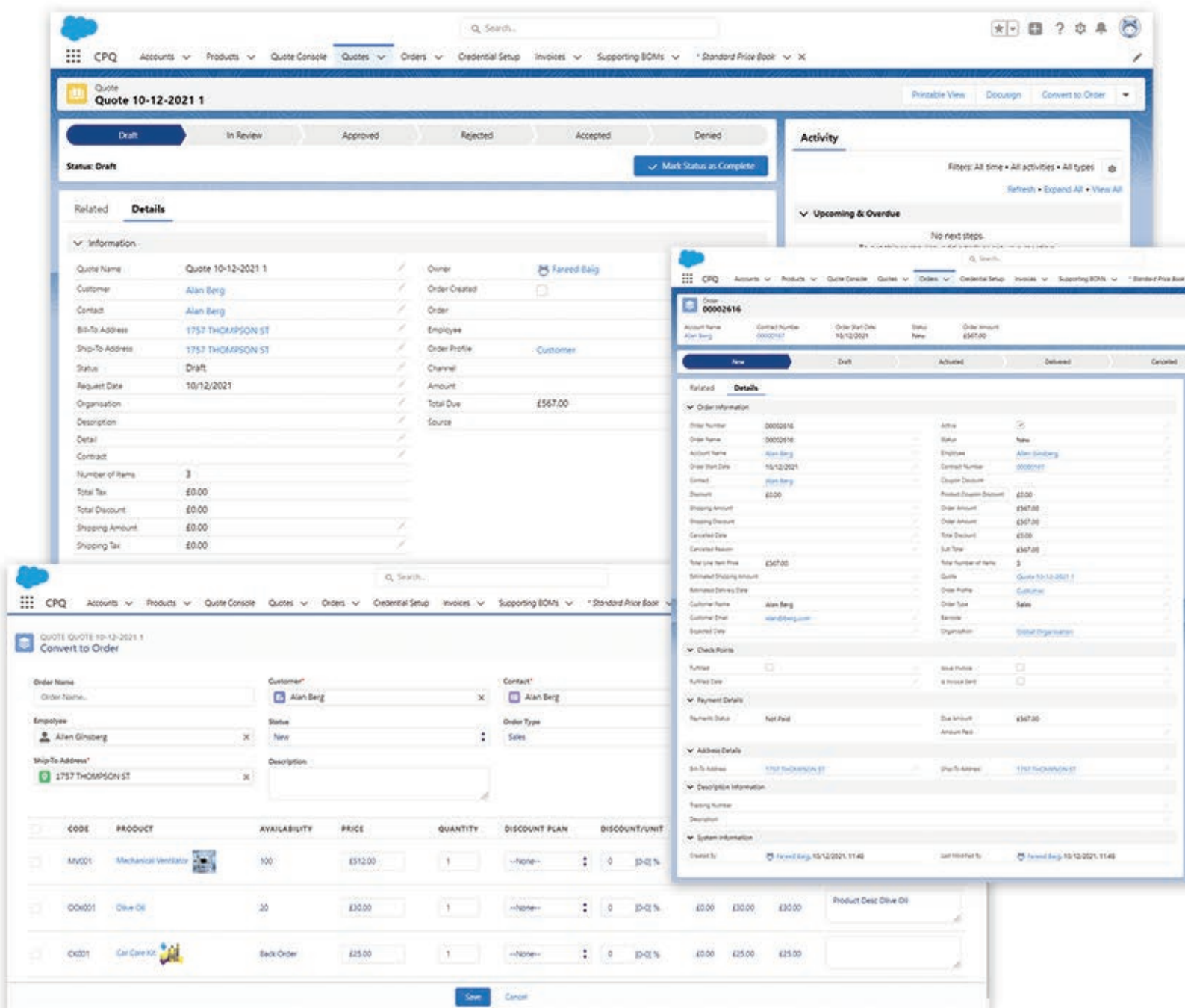
Name	Requester Name	Product	Quantity	Unit Price	Discount	Tax Amount	Price
Mechanical Ventilator		Mechanical Ventilator	1.0	512.0	0.0%	0.0	512.0
Olive Oil		Olive Oil	1.0	30.0	0.0%	0.0	30.0
Car Care Kit		Car Care Kit	1.0	25.0	0.0%	0.0	25.0
Sub Total							567.00



Related	Details
Contract Owner	Fareed Raig
Contract Number	00000168
Account Name	Alan Berg
Customer Signed By	
Customer Signed Title	
Customer Signed Date	
Price Book	
Billing Address	
Envelope Details	
Subject	Please sign the Contract
Envelope ID	8A8F973C-E547-46CF-8CDD-0A0CD1090748
Envelope Status	Completed
Document ID	(31A98F4-148E-4D84-9A42-C20AA254278E)
Completed Date	10/12/2021, 08:46
Declined Date	
Declined Reason	
Description	
Special Terms	
Activated By	Fareed Raig
Created By	Fareed Raig
Created Date	10/12/2021, 11:18
Last Modified By	Fareed Raig
Last Modified Date	10/12/2021, 11:20

10. Quote to order

When a customer approaches an organization for any requirement, what do a salesperson do? They "QUOTE". A "QUOTE" is a document that allows a prospective customer to see a predetermined set of items and quantities at a predetermined price, to be delivered on a specific date.



Quote 10-12-2021 1

Status: Draft

Details

Quote Name	Quote 10-12-2021 1	Owner	Fareed Bilg
Customer	Alan Berg	Order Created	
Contact	Alan Berg	Order	
Bill-To Address	1757 THOMPSON ST	Employee	
Ship-To Address	1757 THOMPSON ST	Order Profile	Customer
Status	Draft	Channel	
Request Date	10/12/2021	Amount	
Organisation		Total Due	£567.00
Description		Source	
Detail			
Contract			
Number of Items	3		
Total Tax	£0.00		
Total Discount	£0.00		
Shipping Amount	£0.00		
Shipping Tax	£0.00		

Convert to Order

Order Name: Order Name...

Customer: Alan Berg

Contact: Alan Berg

Employee: Alan Ginsberg

Status: New

Order Type: Sales

Ship-To Address: 1757 THOMPSON ST

Description:

CODE	PRODUCT	AVAILABILITY	PRICE	QUANTITY	DISCOUNT PLAN	DISCOUNT/UNIT
MY001	Mechanical Ventilator	100	£512.00	1	--None--	0 [D-Q] %
OO001	Drive Oil	20	£30.00	1	--None--	0 [D-Q] %
OX001	Car Care Kit	Back Order	£25.00	1	--None--	0 [D-Q] %

Convert to Order

Order Name: Order Name...

Customer: Alan Berg

Contact: Alan Berg

Employee: Alan Ginsberg

Status: New

Order Type: Sales

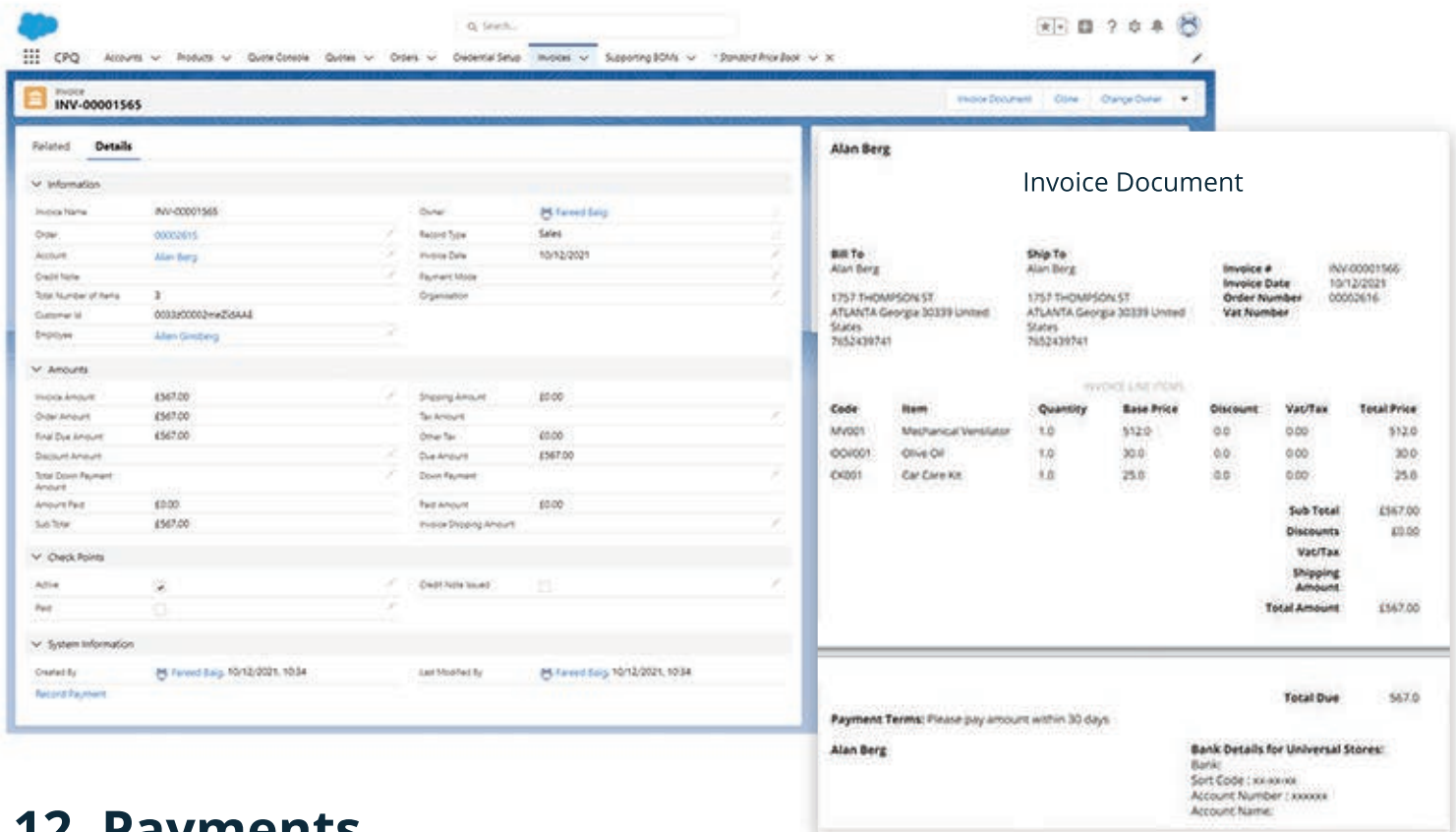
Ship-To Address: 1757 THOMPSON ST

Description:

CODE	PRODUCT	AVAILABILITY	PRICE	QUANTITY	DISCOUNT PLAN	DISCOUNT/UNIT
MY001	Mechanical Ventilator	100	£512.00	1	--None--	0 [D-Q] %
OO001	Drive Oil	20	£30.00	1	--None--	0 [D-Q] %
OX001	Car Care Kit	Back Order	£25.00	1	--None--	0 [D-Q] %

11. Invoice

When a customer approaches an organization for any requirement, what do a salesperson do? They “QUOTE”. A “QUOTE” is a document that allows a prospective customer to see a predetermined set of items and quantities at a predetermined price, to be delivered on a specific date.



The screenshot displays the CPQ Invoice interface. The left pane shows the 'Details' tab for invoice INV-00001565, with sections for Information, Amounts, Check Points, and System Information. The right pane shows the 'Invoice Document' for Alan Berg, including Bill To, Ship To, and a table of invoice line items.

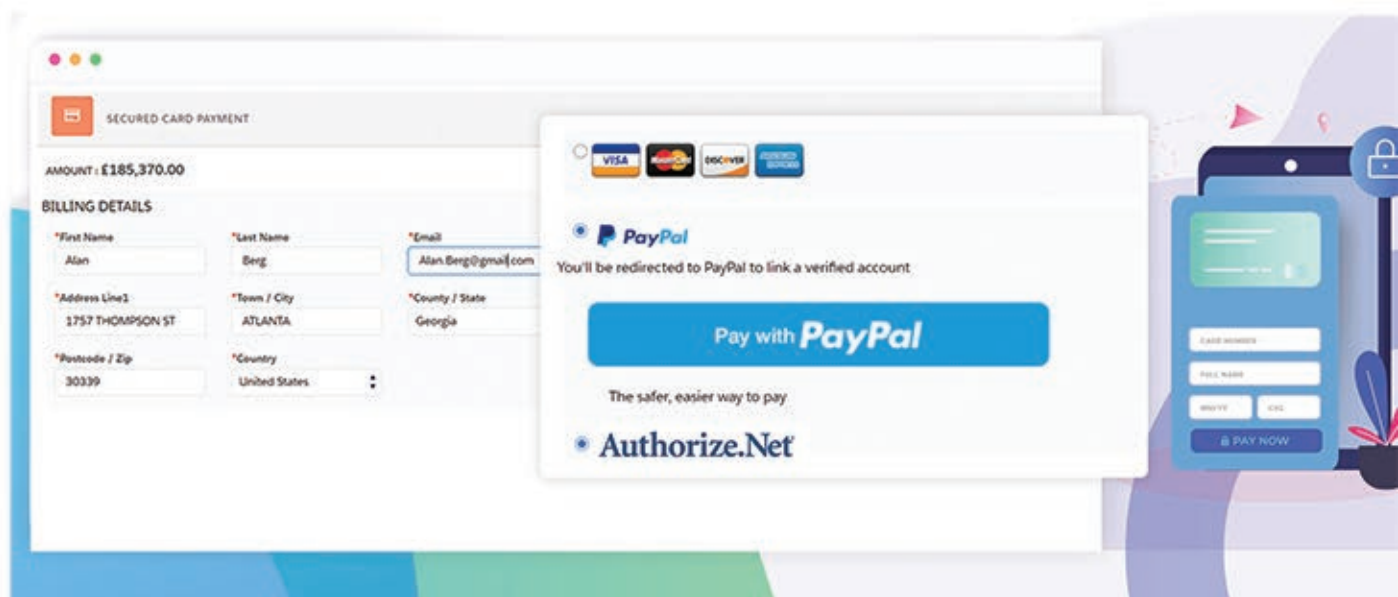
Code	Item	Quantity	Base Price	Discount	Vat/Tax	Total Price
MY001	Mechanical Ventilator	1.0	\$12.0	0.0	0.00	\$12.0
OO4001	Olive Oil	1.0	30.0	0.0	0.00	30.0
EX001	Car Care Kit	1.0	25.0	0.0	0.00	25.0
Sub Total						\$67.00
Discounts						\$0.00
Vat/Tax						\$0.00
Shipping Amount						\$0.00
Total Amount						\$67.00

Payment Terms: Please pay amount within 30 days

Bank Details for Universal Stores:
Bank: XXXX
Sort Code: XXXX
Account Number: XXXXXX
Account Name: XXXX

12. Payments

Integrated with payment gateways such as Authorize.Net and PayPal allowed them to get online payments from their customers.



The screenshot displays a payment gateway interface. The left pane shows the 'BILLING DETAILS' form with fields for First Name, Last Name, Email, Address Line 1, Town / City, Country / State, Postcode / Zip, and Country. The right pane shows the 'Pay with PayPal' button and the 'Authorize.Net' logo.

SECURED CARD PAYMENT

AMOUNT: £185,370.00

BILLING DETAILS

*First Name: Alan
*Last Name: Berg
*Email: Alan.Berg@gmail.com
*Address Line 1: 1757 THOMPSON ST
*Town / City: ATLANTA
*Country / State: Georgia
*Postcode / Zip: 30339
*Country: United States

Pay with PayPal

You'll be redirected to PayPal to link a verified account

Authorize.Net

The safer, easier way to pay