

ORACLE®

CONFIGURE, PRICE,  
AND QUOTE



## Oracle CPQ Cloud

Sell More. Sell Faster. Sell Anywhere.



## What is CPQ?

Configure

Price

Quote

Integrate

Enterprise and  
Midsize Support

Why Oracle?

Get Started

# What is CPQ?

**Configure, Price, Quote. It sounds simple,** but what happens when you have thousands of products, complex pricing calculations, a lengthy approval process, and sales reps that just don't have the time to worry about it all?

Depending on who drags their feet, getting a quote to an interested customer can take weeks. Even when the proposal is complete, what makes sure that the product configuration is valid, or that the pricing calculations are correct?

That's where Oracle Configure, Price, and Quote [CPQ] Cloud comes in, the proven CPQ leader. Enterprise and midsize businesses around the world have eliminated human error and quote turn-around time by automating their configuration and quoting processes with Oracle CPQ Cloud.

### Configure

From simple bundles to complex engineered-to-order scenarios, create valid product configurations within a dynamic, e-commerce-style web page.

### Quote

Empower reps to create professional proposal documents, including current product and pricing information, with one click.

### Price

Perform automated pricing calculations, apply discounts, streamline approval processes, and validate quote information.

### Integrate

Connect CPQ Cloud to your CRM, ERP, E-Signature, and other web services to streamline the entire sales process, end-to-end.

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# Configure

**You have a mix of products, and your customers won't settle for less than a perfect fit.**

You have a mix of products, and your customers won't settle for less than a perfect fit. Maybe they want part A added to the model, but that is incompatible with part B, unless parts C and D are added. Is it a challenge for your sales reps to keep up with product and marketing changes? Make it easy—automate it with Oracle CPQ Cloud configurations.

How many phone calls and email messages does a sales rep have to make before he knows whether or not a product configuration is even possible? CPQ Cloud Configuration, loaded with your company's product logic and tribal knowledge, confirms valid configurations in seconds, not days.

- **Guided Selling:** Help all reps sell like the best! Reduce training time by feeding all reps the most effective questions that help the customer identify his needs and select products.
- **Preconfigured or Customized Models:** Allow sales reps to add common product models to the quote with one click, or allow full customizations of product options.
- **Enforce Relationships:** Be confident that every configured product is valid. CPQ Cloud Configuration helps companies achieve 100% product accuracy.
- **Branding:** Reinforce your brand message with sales reps, partners, and customers, as they experience how easy it is to do business with your company.
- **Mobile:** Close the deal faster when your rep collaboratively sells side-by-side with the customer on iPad or Android tablet hardware.



CPQ Cloud  
Configuration helps  
companies achieve

**100%**  
product accuracy

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# Price

**Price books, regional uplifts, even multi-tier channel pricing**—every quote has its own set of pricing variables, and sales reps need a system that brings all the information they need front-and-center.

Oracle CPQ Cloud automates this pricing so that sales reps don't have to. Let CPQ Cloud do the math, so your sales reps can spend less time behind a calculator and more time in front of customers.

- **Consistency:** Ensure that all sales reps are operating within current pricing and discounting strategies.
- **Price Books:** Create and apply different pricing rules based on the customer, region, season, or a combination of factors.
- **Approval Workflow:** Take the guesswork out of deal approval. Dynamic approval workflow notifies the correct approvers, encourages them to act quickly via smart-phone, and leaves sales reps more time to work with customers.
- **Automated Sales Cycle:** Innovative step process control facilitates your sales process. Determine the validation gates through which deals must pass and control visibility and access among all participants at any point in the sales process.

Tablet screen showing Oracle CPQ Cloud pricing interface. The interface displays a list of items with quantities and prices, a 'Totals' section, and a 'Pricing' tab with detailed breakdowns of one-time and monthly totals, discounts, and contract value.

Item	Quantity	Unit Price	Line Price
Publisher Add-on	20	\$7.00	\$140.00
Microsoft Enterprise Edition Online Plan	20	\$10.00	\$200.00
<b>Totals</b>			<b>\$34.00</b>

Desired Total: \$0.00 **Calculate Discounts** **Zero Discounts** **Delete Selected** **Copy**

1 - 5 of 5

**Pricing** Deal Review P & L

One-Time Totals		Monthly Totals		Contract Totals	
List Price:	\$0.00	List Price:	\$680.00	Line Item Subtotal:	\$15,840.00
Line Item Discounts:	\$0.00	Line Item Discounts:	\$20.00	Maintenance Subtotal:	\$0.00
Net Price:	\$0.00	Net Price:	\$660.00	Subtotal 1:	\$15,840.00
Maintenance:	\$0.00	Maintenance:	\$0.00	Bottom Line Discount:	
				Bottom Line Discount Amt:	\$0.00
				Total Discount:	\$240.00
				Total Discount Percent:	1.52
				Subtotal 2:	\$15,840.00
<b>One-Time Subtotal</b>	<b>\$0.00</b>	<b>Monthly Subtotal</b>	<b>\$15,840.00</b>	<b>Total Contract Value:</b>	<b>\$15,840.00</b>





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# Quote

The product has been configured and the pricing is set, but the cumbersome task of creating a full proposal document still remains.

Document templates can save only so much time: how does all the relevant product and quote data get added to the document? Copy and paste?

Oracle CPQ Cloud's Document Engine connects the cloud and the page, dynamically filling a proposal document template with the current quote's data in just one click.

- **Flexible Outputs:** Create budgetary quotes, proposals, contracts, engineering documents, SOWs, or order documents in PDF, Microsoft Word, or Rich-Text formats.
- **Professional and Precise:** Make sure the leave behind is not only accurate, but that it accurately reflects your company's value proposition in language, layout, and effectiveness.
- **No Manual Entry:** If quote information changes, update the proposal document with one click.
- **Appropriate Personalization:** Give sales users the ability to personalize designated areas of the document from within the tool. Maintain professionalism and full audit control.

Description	Qty	Discount	% / \$	Net Ea
Enterprise Edition Formulation Tools	20	10.0	%	\$9.00
OneNote Add-on	20	0.0	%	\$7.00

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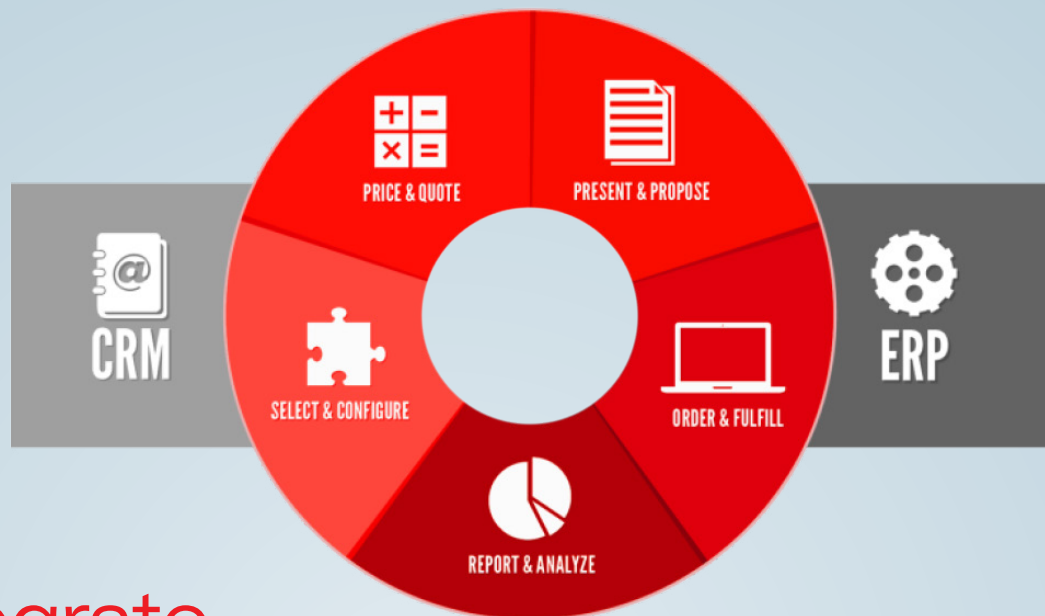
Quote

**Integrate**

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# Integrate

**Oracle CPQ Cloud is a powerful solution on its own, but it provides even more value when paired with CRM, ERP, and other applications.**

CPQ Cloud bridges the gap between CRM and ERP systems for many customers. Additional integrations can further cut down sales cycle times, reduce errors, and improve user experience.

## CRM

Allows sales reps to move from your CRM solution into CPQ Cloud to configure products without them even knowing it. Supported CRM integrations include Oracle Sales Cloud, Oracle OnDemand, Salesforce.com, and MS Dynamics.

## Web Services

Connect to any application that provides web services platforms to receive current data related to inventory, manufacturing materials pricing fluctuations, provisioning, shipping calculations, and more.

## ERP

Convert quotes to orders with one click. Integrate with any of over 20 ERP systems, including Oracle E-Business Suite, Oracle JD Edwards, SAP, Infor LN (formerly Baan), and Microsoft.

## E-Signature

Use an existing or new E-Signature partnership to send and receive legally signed proposal documents directly from CPQ Cloud.

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# Enterprise and Midsize Support

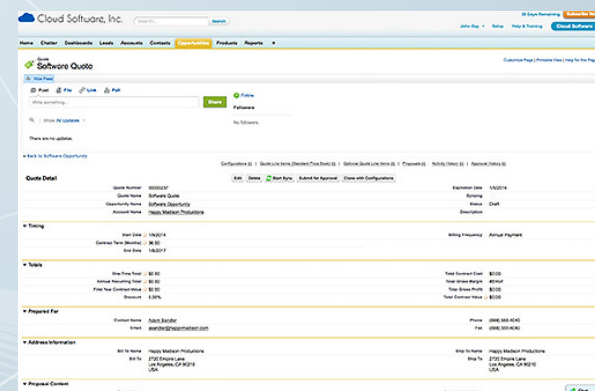
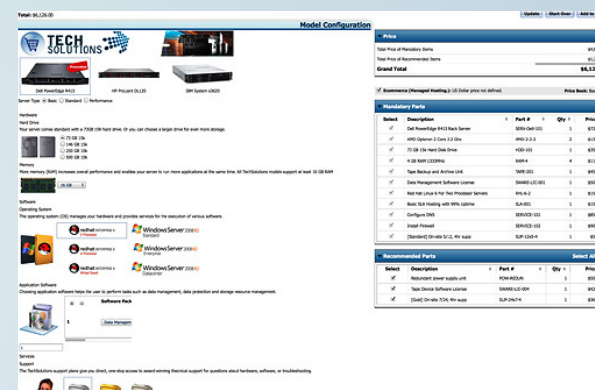
The “one-size-fits all” strategy is becoming increasingly inefficient when it comes to business software, which is why **Oracle offers two separate CPQ Cloud products to cover the enterprise and midsize markets.**

## Oracle CPQ Cloud

The only truly enterprise-grade cloud CPQ solution on the market, Oracle CPQ Cloud is built to manage the sales cycles of enterprise companies. Use CPQ Cloud to make sure customers get the products and options they require, perform sophisticated pricing calculations, eliminate approval workflow bottlenecks, and create dynamic proposal documents with 100% accuracy.

## Oracle CPQ Cloud for Mid-Market

Native to the Salesforce.com platform, Oracle CPQ Cloud for Mid-Market is a simple, intuitive CPQ solution. For growing midsize businesses that have chosen Salesforce as their CRM system, Oracle CPQ Cloud for Mid-Market delivers the fast and accurate configurations, pricing, and documents that CPQ Cloud is known for.



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# Why Oracle?

Oracle CPQ Cloud is **enterprise-grade, highly scalable, platform-independent, and mobile-ready.**

Companies around the world that choose CPQ Cloud consistently get results and slash quote turn-around times. As CPQ is mission-critical to any reliable front-end sales revenue process, companies around the world look to Oracle as the CPQ vendor of choice because:

- **Oracle invests more** in its CPQ Cloud application development than all other CPQ competitors combined.
- **Oracle-BigMachines' 14+ years of furnishing essential cloud-based data center operations** in compliance with international standards informs our industry-leading service-level agreements.
- A leader in cloud software, Oracle boasts **2,100+ cloud applications customers** and over **21.5 million cloud end users.**
- Oracle processes **2+ billion** cloud transactions per day.

## Proven

Only solution with proven enterprise results and hundreds of successful deployments.

## Industry-Neutral

Only cloud-based CPQ product with vertical-specific best practices across industries.

## Global

Most widely adopted solution in the world, with more users than all other competitors combined.

## Recognized

Only product to receive Salesforce.com's AppExchange Customer Choice Award for Sales Quotes and Orders for five consecutive years.





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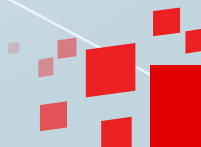
# Get Started

Help your sales teams, channels, and ecommerce sites **sell faster, easier, and more accurately, anywhere, and on any device.**

Oracle CPQ Cloud delivers mission-critical, cloud-powered software to accelerate sales performance times with standard and mobile deployments. Just ask our customers. With a proven track record of quickly delivering long-term value to both enterprises and midsize companies, Oracle CPQ Cloud boasts a 95 percent customer retention rate and unmatched customer satisfaction

## For more information:

- Oracle CPQ Cloud
- Oracle Applications Customer Connect
- Oracle Cloud Documentation
- 1-800-633-0738



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