

Section 1: Business requirement - Key attributes

Section 3: Product configurators & output documents

NA

Section 4: Requirement details

Addition of CPE solutions (service and site) to CPQ quote:

- CPE solutions need to be made available for addition to the quote. CPE solutions would need to be configured in the form of the below two line items:
 - Colt CPE Solutions - Service
 - Colt CPE Solutions - Site
- Note that CPQ would handle CPE Solutions for quotes with organization country in Europe, US and Asia.
- CPE solutions (site and service) should be made available for addition as separate line items and cannot be clubbed with other products as features or add-ons.
- Any updates on CPE solutions in the CPQ primary quote should sync back to the C4C opportunity.

Configuring CPE solutions through CPQ configurator or container

- The user should be able to configure the CPE solutions in a quote depending on whether it is being sold standalone or with a CPQ productised / non-productised product.
- Please find below a table summarizing the applicability of pricing journeys for each scenario.
- Note that the existing containers built for CPE solutions should be reused for CPQ.

Scenario (Quote contains one or more of below types of products)	Can the CPE soln. be priced using CPQ configurator?	Can the CPE soln. be priced using container on CPQ?
CPE soln. only	Yes	Yes
CPE soln. + CPQ productised products	Yes	Yes
CPE soln. + CPQ non-productised products	No	Yes
CPE soln. + CPQ productised products + CPQ non-productised products	No	Yes

Section 5: Product applicability

NA

Section 6: User profiles impacted

User profile	Can add/delete any CPE soln. line item to/from quote?
Sales/ CAM/ US Sales	Yes
Sales engineer	Yes
Professional Services	No
Deal pricing	No
Portfolio pricing	No
Finance	No
Sales approver	No

CST	No
ONQT	No
QT	No
BCP	No

Section 7: Acceptance criteria

1. Are Colt CPE solutions – service and site available for additional to a CPQ quote with organization country in Europe, US, Asia?
2. Can addition of CPE solutions to the quote be done by user groups as per the table in Section 6?
3. Do updates in the CPE solution line items made in the primary CPQ quote sync back to the associated C4C opportunity?
4. Is the user able to configure CPE solutions in the quote through the CPQ configurator and/or the container approach in alignment with the table provided in section 4?

Section 8: Business justification

Requirement a must-have: To enable sales to configure and sell CPE solutions through CPQ

Additional remarks (if any)

Although CPQ would allow the user to add only one of CPE solution service or CPE solution site to the quote, the user should ideally always add a service before adding a site to the quote. The user can however configure just a site in the quote if the service has already been configured in another quote as a part of an older deal.