

CLOUD CPQ EXPRESS

Empower your sales teams to create accurate and profitable proposals with our efficient Configure Price Quote Add-On for SAP Hybris Cloud for Customer.



Inaccuracy Dilemma

Sales reps are selling complex products and services in a competitive business, whilst customers demand instantaneous and best price offerings.

Left without a CPQ solution, sales teams are dealing with manual product catalogues, outdated prices and get entangled in ad-hoc operations leading to **configuration and pricing errors**.



Cycle Time Dilemma

Caught in time-consuming manual processes and redos, sales teams are kept from effective deal closure.

Time spent on error correction is painful, and further time-consuming back office communications and approval waiting times sum up, ending in far too **long sales cycles and a waste of human resources**.



Disconnection Dilemma

A gap between a CRM solution, such as SAP Hybris Cloud for Customer, and the back office system, such as SAP ERP, leads to **redundant data maintenance** and **data topology issues**.

Relevant **product, price and master data is unavailable** for sales teams, which aggravates the disconnection dilemma.



Profitable CPQ

Cloud CPQ Express empowers sales to configure and price accurately using always up-to-date SAP product models.

Specialized features enable sales to balance customer requested discounts and optimize margins at the same time, ensuring profitable quotes.

Avoid IT infrastructure investments and benefit from full flexibility and global scalability via our user-based subscription model.



Accelerated Sales

Cloud CPQ Express allows sales to create proposals in customized Excel, Word or PDF templates fast and easily.

Working with our smart solution increases your efficiency and reduces sales cycles.

Access all relevant information to create a proposal in Cloud CPQ Express anytime, anywhere and on any device. Enjoy optimal usability as our CPQ solution is fully embedded in SAP Hybris Cloud for Customer.



Seamless Integration

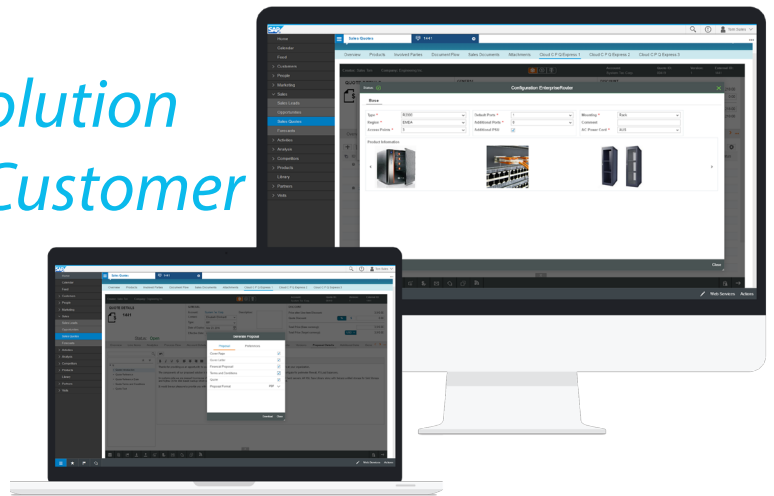
Cloud CPQ Express enables a seamless end-to-end sales process by bridging your front and back office with deep integration into both.

All relevant product and price knowledge plus master data from SAP ERP will be provided to sales in real-time in the cloud. Consistent data management is guaranteed and redundant data maintenance avoided.

Benefit from all the advantages of a solution running in the fast, secure and reliable SAP HANA Cloud.

The Efficient Configure-Price-Quote Solution for SAP Hybris Cloud for Customer

Specialized for Manufacturing
& High-Tech Industries



Product Configuration

Configure even your complex products and services with minimum effort via drag & drop from the product catalogue.



Pricing

Price your products and line items backed-up with always up-to-date cost data from your SAP ERP.



Discounting

Make use of specialized features like Pricing View to simulate discounts and optimize your margin towards profitability.



Proposal Management

Create a professional proposal from customized modules like cover page, technical offer, commercial offer and product detail attachments.



Proposal Generation

Preview and generate editable proposals from multiple, templates in Microsoft Word, Excel and Adobe PDF.



Workflows & Approvals

Route workflows and automate discount approval procedures for quotes in line with your competency framework.



SAP ERP Sales Orders

Directly convert your quote into an SAP ERP order including product attributes and pricing conditions to save double data maintenance time and resources.



Quote ATP Check

Leverage ATP checks to SAP ERP to ensure product availability.



Integration

Make your SAP ERP's product and pricing data available in the cloud, whilst enjoying CPQ fully embedded in SAP Hybris Cloud for Customer.



Global Scalability

Benefit from full flexibility and global scalability via our user-based subscription model.



SAP HANA Cloud Platform

Running on the integrated* fast and reliable SAP HANA Cloud Platform with highest security standards and guaranteed future readiness.



Plug & Play

Benefit from our ready-to-use CPQ solution with a rapid deployment.

*subject to edition purchased