










CLOUD CPQ EXPRESS

Standard Edition

Feature		Cloud CPQ Express Standard Edition
 Technical Features	Number of Users	20 - 100
	Data Centre Locations	1
	Single Sign-On	project-based
	Enterprise Search	✓
 Account & Contact Management	Customer Pricing	-
	360° Customer View	-
	Install-Base	-
 Lead & Opportunity Management	Pipeline View	-
	Lead-to-Opportunity Tracking	-
 Quote Management	Product Configuration	native SAP
	Pricing, Discounting	native SAP
	Costing View	-
	PDF/Word/Excel proposal generation	✓
	Workflows & Approvals	✓
 Order Integration	SAP ERP Sales Orders	✓
	Quote ATP check	✓
 Sales Insights	Guided Selling	-
	Up-/Cross-Selling Recommendations	-
	Analytics with Dashboards	-
 Sales Collaboration	User-driven Workflow	-
	SAP Hybris Cloud for Customer (C4C)	✓
 Platform	Integrated SAP HANA Cloud Platform	separate
 Services	On-Boarding (Deployment, Implementation, Customizing, Modelling) Training & Go-Live After Go-Live Support	based on Customer Success Package