**CPQ Engineer - Case Study**

Suppose we have an existing custom CPQ platform with its custom managed packages installed on Salesforce.com. We’d like to bring in a new off-the-shelf CPQ platform which has their own managed packages for out-of-the-box integration with Salesforce objects. We’d also like to transition to the new CPQ platform from the old custom one in an incremental fashion – Business Unit 1 first and Business Unit 2 later. In the transition period (once Business Unit 1 goes live on the new platform and Business Unit 2 is yet to go-live), both old and new CPQ platforms have to co-exist. In this period, how do you design and build the below:

1. Single opportunity object interacting with two CPQ platforms (via their respective managed packages) – How will you build the user navigation flow? What are the impact areas within CPQ system flow?
2. How will you handle the quote to opportunity write back?
3. How will you handle the quote to order integration?
4. How will you design the process for quotes which include products from both Business Unit 1 and Business Unit 2?
5. Is there an alternative approach you would recommend? If so, why and how?

Implementation Guidelines:

* Minimal customization with standard configurations
  + Please detail the customization (type of code, code sample etc.)
* User experience should be seamless (user should not feel like navigating between separate applications)
  + UI Customization is allowed – please detail the type of code and code sample
* All code should be production-ready (e.g. errors well-handled, code commented), but unit tests are not required
* Low impact during production migration (i.e., this new functionality migration should not require heavy downtime and no regression issues)

How this will be Reviewed:

* This is intended to be an examination of CPQ technical knowledge (configurations and customizations), understanding design principles and good development practices; this is not necessarily intended to be a ‘best-practice’ integration design
* In addition to the implementation deliverables, provide an architectural overview of the solution design and documentation along with alternative solution design proposals