Apps Associates Salesforce CPQ QuickStart Offerings

apps associates®

- Designed to integrate with other platforms such as Oracle & SAP
- Developed to meet demanding business needs quickly and cost-effectively
- Deployed as a scalable CPQ foundation from which to grow

salesforce PARTNER

Salesforce CPQ QuickStart Package 1

- ✓ Up to 5 Product Bundles; 10 Products Total (Features & Options)
- ✓ 1 Standard Price Book
- ✓ Up to 3 Product Rules (Pricing, discounts, validations)
- ✓ Flat Shipping Rate (table of rates based on priority)
- ✓ Manual Sales Tax Percentage Entry
- ✓ Single Account Structure
- ✓ 1 Standard Approval Rule
- ✓ Standard Template PDF Document Generation
- ✓ 6-week Project Timeline (design to Deployment)

Salesforce CPQ QuickStart Package 2

- ✓ Up to 10 Product Bundles; 30 Products Total (Features & Options)
- ✓ Up to 2 Price Book
- ✓ Up to 10 Product Rules (Pricing, discounts, validations)
- ✓ Shipping Rate Standardization (table of rates based on region and priority)
- ✓ Sales Tax Calculation (table fo percentage based on US zip codes)
- ✓ Multi-Account/Opportunity Structure (parent/child relationships)
- ✓ 4 Standard Approval Rules
- ✓ 3 Template PDF Document Generation (standard & custom)
- ✓ Guided Selling Configuration
- ✓ Amendment, Renewal, & Subscription Management

Salesforce CPQ Custom Solution

- ✓ Unlimited Product Bundles; Unlimited Products Total (Features & Options)
- ✓ Unlimited Price Books
- ✓ Unlimited Product Rules (Pricing, discounts, validations)
- ✓ Shipping Rate & Sales Tax Calculation API Integration
- ✓ Multi-Account/Opportunity Structure (parent/child relationships)
- ✓ Unlimited Standard and/or Advanced Approval Rules
- ✓ Unlimited Template PDF Document Generation (standard & custom)

- ✓ Digital Signature Acceptance
- ✓ Guided selling Configuration
- ✓ Amendment, Renewal, & Subscription Management
- ✓ Payment Processing Configuration
- ✓ External System Integrations (Oracle EBS/NetSuite, SAP, QuickBooks, etc.)
- ✓ Project Solution, Price, & Timeline Quoted After Complimentary Discovery Session