

ICON

CLOUD CONSULTING

Your trusted partner for seamless FinancialForce implementations.



Solution Implementation Salesforce CPQ

Salesforce CPQ is a powerful tool that enables your sales team to configure, price, and quote products for your customers quickly.

Benefits include:

- ▶ Eliminate errors around product selection
- ▶ Create pricing structure and control complex discounting
- ▶ Utilize **Guided Selling** to improve upsell
- ▶ Create co-term, mid-contract subscription amendments
- ▶ Automate renewal opportunities
- ▶ Create parallel and/or complex approvals
- ▶ Create dynamic quotes, proposals, and contracts

Business Scenario

Organizations where the sales process is complex, there are a large number of products and services, or are operating in a wide variety of markets are likely to find the most benefit from Salesforce CPQ.

These organizations will see challenges manifest as:

- ▶ Products that should be sold together not being included on the sales order leading to lost upsell opportunities
- ▶ Lost or incorrect sales due to manual or inflexible pricing or discounting
- ▶ Inability to get proper approvals in a timely fashion
- ▶ Incorrect or generic terms and conditions on quotes
- ▶ Poor renewal management, no opportunity tracking & follow-up



The Icon Solution

Icon will help you implement automated sales processes and tracking. We will create an end-to-end sales process, integrating products, pricing, discounting, and approvals, with a focus on successful quote-to-cash delivery.

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Who is Icon?

We are the Premier Salesforce and FinancialForce Implementation Partners. We focus exclusively on the Salesforce Platform and have completed more ERP projects than any other partner.

Icon's Services

- ▶ Implementation of Salesforce CRM, CPQ, & Billing solutions
- ▶ Implementation of FinancialForce Services Automation & Financial Management Solutions
- ▶ Upgrade Services
- ▶ Health Checks and Health Monitoring
- ▶ User, Administrator, & Developer Training
- ▶ Best Practices Consulting
- ▶ On-Demand Virtual Administration
- ▶ Apex and Visual Force Custom Development



Is Icon Right for Your Business?

- ▶ Are you new to Salesforce and want to implement CRM, CPQ, Q2C, or more, and want to start off on the right foot?
- ▶ Is your organization already experienced with Salesforce and thinking of adding additional capabilities?
- ▶ Have you already implemented a solution and want to see if you are getting the most out of your purchase?
- ▶ If so, then contact Icon for your implementation, support, & enhancement services