

How to select the right CPQ & Billing edition.



Across every industry, companies are transforming their business model to focus on customer outcomes instead of product sales. These Trailblazers are launching innovative solutions with recurring revenue streams like services, subscriptions, and usage-based pricing. However, legacy quote-to-cash systems weren't designed to meet these new requirements and, as a result, slow down growth and customer success.

Salesforce CPQ & Billing helps companies build recurring customer relationships. The solution enables teams to configure, price, quote, invoice, and collect payments with a unified platform, allowing them to automate manual business processes. As customers' needs change, CPQ & Billing helps increase business agility by simplifying the process to launch new products, modify pricing, and manage contract amendments. With sales and finance data in one system, executives get real-time visibility across the customer lifecycle, helping them find opportunities to better serve their customers.

Build Recurring Customer Relationships with CPQ & Billing

CPQ	CPQ+	MOST POPULAR CPQ & Billing Growth	CPQ & Billing Plus
Accelerate deal execution with a scalable sales process.	Automate cross-functional workflows for increased sales process control.	Unify sales and finance with integrated quoting, order management, and invoicing.	Automate the complete quote-to-cash lifecycle all on one platform.
\$105 AUD PER USER PER MONTH*	\$210 AUD PER USER PER MONTH*	Request a quote	Request a quote
Empower sales reps to close deals fast. Help reps configure complex solutions with guided selling. Protect margins with built-in discounting controls. Create beautifully branded quotes with one click, complete with accurate terms and conditions. Build workflows to route deals quickly through the appropriate approval chain.	Break down department silos and increase collaboration across the customer lifecycle. Streamline approval chains for complex deals with parallel and serial workflows. Facilitate a smooth handoff between sales and order management for quotes with multiple fulfillment times or locations. Monetize products using usage-based pricing to charge customers only for what they consume.	Connect front-and-back-office business processes on one platform. Pass quote line and contract details downstream and consolidate customer charges on a unified invoice. Streamline contract amendments by eliminating pricing proration discrepancies between the quote and invoice. Simplify the integration with ERP and accounting systems with schedules for ratable revenue transactions.	Manage the entire quote-to-cash process on one platform. Collect electronic payments and apply credit notes to invoices. Set up multiple finance books to manage differences in accounting rules across business units, geographies, and subsidiaries. Streamline revenue recognition for bundled product solutions.

* Offer requires an annual contract. Monthly pricing available for Essentials edition.

Learn More About Salesforce CPQ & Billing

See how you can build recurring relationships from lead to retention with quote-to-cash automation for the #1 sales platform.



Compare CPQ & Billing editions and features

	CPQ	CPQ+	CPQ & Billing Growth	CPQ & Billing Plus
Quickly configure complex deals				
Product Catalog	✓	✓	✓	✓
Price Book	✓	✓	✓	✓
Usage Pricing and Quoting		✓	✓	✓
Product Bundles	✓	✓	✓	✓
Guided Selling	✓	✓	✓	✓
Product Configurator	✓	✓	✓	✓
Quote Line Editor	✓	✓	✓	✓
Multidimensional Quoting	✓	✓	✓	✓
Proposal Document Generation	✓	✓	✓	✓
Channel Partner Quoting		A\$	A\$	A\$
AppExchange	A\$	A\$	A\$	A\$
Grow and nurture your customer base				
Order Management	✓	✓	✓	✓
Advanced Order Management		✓	✓	✓
Subscriptions and Assets	✓	✓	✓	✓
Evergreen Subscriptions	✓	✓	✓	✓
Contract Amendments	✓	✓	✓	✓
Automated Renewals	✓	✓	✓	✓
Contracted Pricing	✓	✓	✓	✓
Service Cloud Integration	A\$	A\$	A\$	A\$
Customer Self-Service		A\$	A\$	A\$
Unify sales and finance business processes				
Usage Rating and Processing				✓
Invoice Scheduler			✓	✓
Bill Now Invoicing			✓	✓
Milestone Billing			✓	✓
Consolidation Invoicing			✓	✓
Tax Management			✓	✓
Invoice Presentation			✓	✓
Automated Payments				✓
Invoice Credit Notes			✓	✓
Line-Level Allocations				✓
Revenue Schedule			✓	✓
VSOE Revenue Reporting				✓
Multielement Revenue Recognition				✓
Parallel Revenue Schedules			✓	✓
Revenue Recognition Reporting				✓

	CPQ	CPQ+	CPQ & Billing Growth	CPQ & Billing Plus
Reduce risk and compliance burden				
Product and Pricing Rules	✓	✓	✓	✓
Discount Controls	✓	✓	✓	✓
Conditional Quote Terms	✓	✓	✓	✓
Advanced Approvals		✓	✓	✓
Legal Entity Rollups			✓	✓
Multiple Finance Books				✓
Turn transaction data into insights				
Pricing Analytics	A\$	A\$	A\$	A\$
Quoting Analytics	A\$	A\$	A\$	A\$
Subscription Analytics	A\$	A\$	A\$	A\$

✓ Included in base user license A\$ Additional fee applies

This page is provided for information purposes only and is not warranted to be error-free, nor is it subject to any other warranties.

FOR MORE INFORMATION,
contact your account executive to learn how
we can help you accelerate your CRM success.
1-800-NO-SOFTWARE
www.salesforce.com

CORPORATE HEADQUARTERS
The Landmark @ One Market Street
Suite 300
San Francisco, CA 94105
United States

GLOBAL OFFICES
Latin America +1-415-536-4606
Japan +81-3-5785-8201
Asia / Pacific +65-6302-5700
EMEA +4121-6953700

