

GETTING STARTED: SALESFORCE CPQ:

Pricing Fast Start

Price quotes faster and smarter with Salesforce CPQ.

Learn how to use CPQ to automatically price quotes for your products with Salesforce CPQ. Our experts will show you how to find the right SKUs each and every time, become less reliant on spreadsheets and emails, and streamline pricing, discounting, and approvals. You'll get a guided walk through of Salesforce CPQ. Plus, we'll show you how to use the CPQ Pricing Waterfall. After completing this Accelerator, you'll spend less time chasing prospects and have more time for closing deals.

What it can do for you

- Improve accuracy of product pricing
- Improve efficiency of field teams using pricing software

How it works

A Certified Specialist will guide you through the process via 4 calls totaling 4 hours over 3 to 4 weeks.

Discovery

- Review your Salesforce CPQ technical setup and Salesforce integration.
- Review how your company's products are priced.

Delivery

- A guided walk through of Salesforce CPQ, based on your intended use of Salesforce CPQ.
- We'll show you how to use CPQ Pricing Waterfall.
- Note: code review, prototyping or deployment are not included in this Accelerator.

Outcomes

- Better control of pricing on quotes.
- Better accuracy of line item prices on quotes.
- Understanding of how price waterfall in CPS is set up.

ADDITIONAL INFORMATION

Premier or Signature

Time you will spend on this Accelerator: 4 hours

GOAL

Increase Revenue

INTENDED USER

Any Salesforce CPQ customer who wants to learn how to use the out-of-the-box pricing capabilities of Salesforce CPQ.

PREREQUISITES

- Must have Premier or Signature Success Plan
- Salesforce CPQ Licenses (any edition)
- A leader or executive who is committed to the success of the project
- Key member of development team (such a director of development or QA) will participate
- Willingness to complete a customer satisfaction survey at the conclusion of the Accelerator

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To schedule your 1-on-1 Accelerator, [visit our Help Portal](#), or contact your account executive or success team today!

Corporate Headquarters

The Landmark @ One Market Street
Suite 300
San Francisco, CA 94105
United States
1-800-NO-SOFTWARE
www.salesforce.com/services-training/add-ons/accelerators

Global Offices

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

