

HOW TO: SALESFORCE CPQ:

Build a Bundle

Build and sell product bundles like a pro.

Start designing and building your own bundles for custom pricing quotes with Salesforce CPQ. Work with a certified specialist to create a single, simple bundle configured to your business needs. This Accelerator will help you get more accurate product configurations and price quotes faster.

What it can do for you

- Improved speed of pricing quotes
- Improved accuracy of product configurations on quotes

How it works

A Certified specialist will meet with you to deliver this engagement, delivered remotely, in 3 sessions delivered over the course of 3 to 4 weeks.

Discovery

- Review your Salesforce CPQ technical setup and Salesforce integration.
- Review how your company's products are bundled.
- Review design parameters for one use-case for a customer bundle in Salesforce CPQ.

Deliver

- Introduction to Bundles in Salesforce CPQ based upon your intended use.
- Present a bundle that has been built offline by the Specialist in customer sandbox based on agreed-upon design parameters.

Outcomes

- Increased knowledge on CPQ administration.
- One configured product bundle.
- Ability to configure other product bundles by following the example of the custom use case.

ADDITIONAL INFORMATION

Premier or Signature

Time you will spend on this Accelerator: 4 hours

GOAL

Increased Revenue

INTENDED USER

Any size customer getting started with Salesforce CPQ who wants to learn how to use the out-of-the-box bundling 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.

.....
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

