

# How to select the right Quote-to-Cash edition



**A**utomate your CPQ and billing processes with the power of Salesforce Lightning and close more deals faster than you ever thought possible. Salesforce Quote-to-Cash simply works—out of the box, anytime, anywhere, and on any device. With Quote-to-Cash, reps can quickly generate quotes and proposals, managers can retain margins with price and discount controls, and finance is able to easily generate orders and manage collections and revenue recognition. Quote-to-Cash works with Sales Cloud and Service Cloud so you can easily extend functionality to every customer facing team and give all teams a 360 degree view of the customer.

Best of all, Salesforce Quote-to-Cash is easy to use and configurable to meet your complex business needs. And because Quote-to-Cash is built on the standard Salesforce data model, it's easy to deploy and able to be managed by your Salesforce admin.

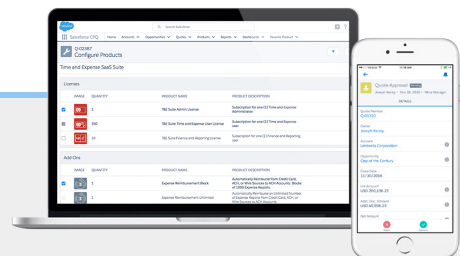
Choose the right Quote-to-Cash edition for your business:

	MOST POPULAR	
<b>CPQ</b> Advanced CPQ for teams of any size	<b>CPQ+</b> Deeply customizable CPQ for your business	<b>CPQ+ with Billing</b> Connect Quotes, Contracts, Orders and Invoices on a Single Platform
<b>\$75</b> USD PER USER PER MONTH*	<b>\$150</b> USD PER USER PER MONTH*	<b>CUSTOM</b>
CPQ extends the standard features of your Sales or Service Cloud edition with everything you need to speed through the last mile of the sales cycle. Easily find the right products and services with guided selling, handle complex configurations with bundles and nested configuration, manage contracted pricing and discount approvals, generate contracts and proposals, and create orders from completed quotes.	CPQ+ lets you deeply customize CPQ to match your complex business needs. In addition to all the standard CPQ features, CPQ+ lets you customize workflows with advanced approvals, easily split and manage orders with advanced order management, integrate with apps and websites via APIs, and give power to your customers and partners with optional community integration.	CPQ+ with Billing gives you everything you need to go from quote to cash. Automate and speed up your billing and collection process with features that let you rate usage consumption, automatically apply taxes, and get the power to easily process invoices and automate payment collection. Quickly handle proration calculations, manage accounts receivable, and recognize revenue.

\* Billed annually, 10 user minimum

Want to see Salesforce Quote-to-Cash in action?

Check out our [CPQ demo](#), or [contact sales](#) for more information.



# Quote-to-Cash Edition Feature List

	CPQ	CPQ+	CPQ+ with Billing
	P	PR	B
Product Catalog	✓	✓	✓
Bundle and Nested Configurations	✓	✓	✓
Guided Selling	✓	✓	✓
Product Configurator	✓	✓	✓
Configuration Attributes	✓	✓	✓
Multi-Dimensional Pricing	✓	✓	✓
Discount Management and Block Pricing	✓	✓	✓
Customer / Contract Pricing	✓	✓	✓
Rules Engine	✓	✓	✓
Clause Library / Quote Terms	✓	✓	✓
Dynamic Clause Insertion & Tracking	✓	✓	✓
Proposal Document Generation	✓	✓	✓
Advanced Approvals	\$	✓	✓
Contract & Subscription Management	✓	✓	✓
Order Creation & Management	✓	✓	✓
Advanced Order Management		✓	✓
Service Cloud Integration	✓	✓	✓
CPQ for Customer Communities		\$	\$
CPQ for Partner Communities		\$	\$
CPQ API		✓	✓
CPQ 3rd Party Portals		\$	\$
CPQ for Salesforce1	✓	✓	✓
CPQ Package Localization (JP, FR, DE)	✓	✓	✓
Usage Rating & Processing			✓
Legal Entity Rollups			✓
Ad hoc Billing			✓
Consolidation Invoicing			✓
Tax Management			✓
Payment Collection			✓
Receivables Management			✓
Multiple Finance Books			✓
Order-based Revenue Recognition			✓
Invoice line based Revenue Recognition			✓
Multi-Element Revenue Recognition			✓
VSOE Revenue Reporting			✓

✓ Included in base user license

\$ Additional fee applies

## For More Information

Contact your account executive to learn how we can help you accelerate your success.

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## APIs and CPQ

APIs make it possible to bring the functionality of Salesforce CPQ to custom applications built on Salesforce, secure portals hosted outside of Salesforce, and even standalone websites.

For custom Salesforce applications, you can leverage CPQ APIs to create a branded quoting experience, automate parts of your CPQ process, or pull in key pieces of information. When using APIs in a custom Salesforce application, every user requires a license to view quote information.

APIs for 3rd party portals allow you to bring CPQ functionality to an external portal (off Salesforce). This allows users to authenticate access, build quotes with light configuration, as well as request renewals and amendments. Your sales reps can then review the quotes and follow up.

You can also use APIs to surface quote functionality on a standalone website. In this case anyone can visit a page to create a quote and review pricing information for that configuration.

To use the Salesforce CPQ APIs your organization needs to have CPQ+.

## CPQ for Service Cloud

CPQ for Service Cloud is a second managed package that extends CPQ functionality to service reps allowing them to quote and contract, effectively extending your Salesforce and increasing revenue. You can also create entitlements and service contracts from completed quotes so that every customer facing team can get a comprehensive view of what customer's have purchased and what level of service they are owed.

To install and use CPQ for Service Cloud you need to have either a Lightning Sales + Service or Lightning CRM license.