

CPQ-enabled companies have seen: 20-135% growth in quote volume, 10-40% improved sales productivity, and a 5-10% higher closing rate.

EndeavorCPQ has partnered with MS Dynamics since its inception in 2005. We understand the Microsoft ecosystem and provide a better fit for businesses built on the Azure cloud. The multi-tenant service-oriented architecture creates a faster response time and connection, better stability and a scalable advantage.

Learn how EndeavorCPQ extends and increases the value of MS Dynamics by automating the quote-to-cash process. We can help you drive greater revenue at lower cost.

## **ENDEAVORCPQ AT A GLANCE**

- First CPQ application to embrace the Azure cloud infrastructure
- Utilizes the same .NET technologies as MS Dynamics
- Launches directly from the Dynamics framework, increasing CRM adoption
- Automated sales quote and branded proposal generation
- Accessible for B2B distributors and resellers without purchasing additional CRM licenses

## **ENDEAVORCPQ FEATURES**

### **Guided Selling**

Guided Selling takes the complexity out of the quoting process using a simple step-by-step guide that steers users through even the most complicated products and services offerings. Guided Selling offers multiple benefits including a standardized sales process, more accurate product configurations and increased cross and upsell opportunities.

### **Centralized Configurations**

Our sales configurator centralizes access to all product and pricing data. Users have unlimited custom product types and customizable options. EndeavorCPQ can improve every aspect of your product configuration process.

### **Branded Proposals**

EndeavorCPQ unifies marketing, branding, and product information to generate fast and accurate business proposals. Set up proposal templates with your colors, fonts, logos and customized legal terms, so you can produce a polished proposal in minutes.

### **Intuitive Administration**

Reduce IT man-hours with a CPQ system that makes changes quickly and easily with the EndeavorCPQ cloud-based Administration Console. Your Administrator coordinates product data, pricing and discounting rules, quote approvals and more; everyone in your organization has the accurate, up-to-date information they need to improve your bottom line.

## WHY CPQ?

### Sales Effectiveness

By using guided selling, centralized and up-to-date product and pricing information and quality control features, companies with CPQ can improve sales productivity and sales volume with less sales support.

### Integration of Sales, Marketing and Product Development

Find exceptional value for your company by integrating sales, marketing and product development with CPQ. Industry-leading companies have used CPQ to track and act on what works, decrease speed to market and incorporate changes in real-time throughout the entire product cycle.

### Pricing Discipline and Margin Management

CPQ can drive your overall process improvement. With the following features—product rules engine, data-based pricing guidance, discounting guardrails and a standardized approvals process—companies find tangible value in better pricing discipline and margin management.

### Back Office and Supply Chain Efficiency

The value of CPQ continues to your company's back office and supply chain. CPQ-enabled companies find value gains by using CPQ to eliminate double handling of orders, ensure order accuracy, streamline order flow from close to plant floor and gain better insight into future sales for improved forecasting and purchasing.

### Total CPQ ROI

The value of CPQ quickly adds up, and the total value range shows the overall improvement your company can see across all four categories. If you want to see how much return on investment your company can gain with EndeavorCPQ, please try our CPQ ROI Calculator for yourself at <http://endeavorcpq.com/cpq-roi-calculator>. It's simple and insightful.



Deploying a configure / price / quote solution is now well-validated as a best practice for modern B2B sales leaders and sales operations teams seeking to maximize the amount of selling time, deal visibility, and profit margin.

— Peter Ostrow,  
Aberdeen Group

## BY THE NUMBERS

Companies using CPQ have seen:

**49%** more contracts, proposals, quotes and RFP responses delivered

**22%** higher average sales quota