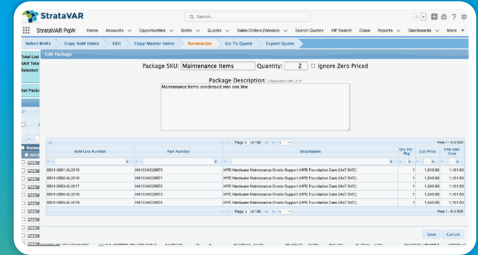


Salesforce Revenue Cloud + iCPQ

Unlock the Power of Salesforce Revenue Cloud with StrataVAR iCPQ



StrataVAR iCPQ is the essential solution designed to address the unique challenges faced by ICT Value Added Resellers (VARs) using Salesforce Revenue Cloud. Working as a custom built 'Pre-processor', iCPQ helps VARs maximize the potential of Revenue Cloud across pricing, configuration, quoting, billing and renewals. With the complete solutions of Salesforce and StrataVAR, you can boost revenue, reduce costs, and gain a competitive edge.

Key Benefits:

- **Speed and Accuracy:** Reduce the time to quote from days to minutes, minimizing manual work, and ensuring accuracy across pricing, configuration, quoting, and renewals.
- **Enhanced Customer Experience:** Deliver accurate costs in a timely manner and respond quickly to customer changes, leading to improved customer satisfaction.
- **Cost Savings:** Eliminate labor-intensive tasks, save time, and avoid costly errors, allowing your sales team to focus on selling.
- **Better Decision Making:** Gain full visibility into the quoting process and analyze trends for more informed decision-making.

Salesforce CPQ + StrataVAR iCPQ: A Match Made in Heaven

StrataVAR iCPQ

- Integrations
- Data adaptations & Scale
- Import
- Calculation engine
- Renewal & subscription management

Salesforce CPQ

- Pricing Rules
- Guided Selling
- Advanced approvals
- Complex Price Books
- Bundles
- Static, Configurable and Nested
- Billing

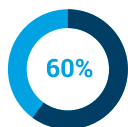


VAR Customer

Exclusive to the Combined Solution

- Seamless integrations (Cisco, Vendors, Distri, ERP)
- Optimized for VARs process
- Scalability - up to 50K records
- Customizable output (e.g. Excel)
- Extended multi-currency

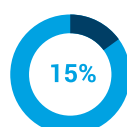
Proven ROI Across Dozens of Implementations



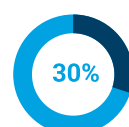
reduction in total sales cycle time.



increase in Net Profit from VIP rebate data.



increased revenue from fast and efficient quoting.



increased profit margin through error reduction.

Key Capabilities:



Integrations:

Seamless integration with Cisco CCW/CCW-R, Ingram Micro, TD SYNEX, Westcon/Comstor, vendors (IBM, Dell, HP), and other distributors.



Import:

Automate the process of importing accurate vendor or disti quotes, including cost data.



Scalability:

Support for up to 50,000 line items while adapting data inputs to Revenue Cloud in a condensed/aggregated form.



Calculations:

Handle complex pricing scenarios (multi-currency, real-time, Cisco VIP rebates, dynamic pricing, multiple discount models).
Manage complex subscriptions (initial & Modified - MS DR).



Export:

Easily share quotes inside and outside your organization with one-click export options: Excel, PDF, native eSignature integration.



Manage Pricing:

Dynamic pricing and discount models for margin/markups, end-customer pricing, subscription, maintenance and subscription renewals.

For more information and a personalized demo, contact us today.

About StrataVAR

StrataVAR powers the revenue hub designed for the ICT Value Added Resellers (VARs), bringing multi-vendor, multi-channel and multi-currency capabilities. ICT VARs can streamline their sales processes by automating complex enterprise quoting and simplifying the management of contract/subscription renewals. StrataVAR's solutions can provide up to a 60% increase in productivity gains and shorten the time to deliver quotes, from days to minutes. Built on Force.com, StrataVAR's solutions effortlessly integrate with Salesforce Revenue Cloud and Service Cloud, to provide a seamless experience. With extensive industry expertise of 25 years and successful implementations across leading VARs, StrataVAR's solutions are proven to boost productivity, accelerating profit, growth, and overall customer satisfaction.