

e-Con CPQ for Salesforce

Experience the power of e-Con: extend the capabilities of Salesforce or Salesforce CPQ with a robust and flexible Configuration Engine.

More power, more flexibility and a higher ROI.



DISCOVER

Who uses e-Con CPQ to streamline complex sales?

+25,000
users

30
countries

+500
businesses

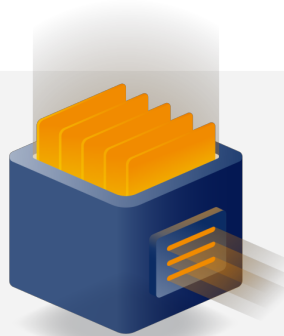
That's a lot of happy people!

We have been improving our unique
meta-data driven CPQ toolset for more
than 15 years.

BENEFITS

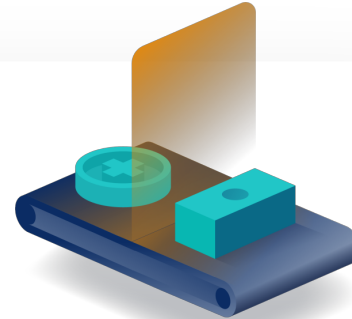
Salesforce has never been closer to your value engine

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Maintain CPQ models

Create and reuse models, logic, and rules. e-Con is a managed package, however rules can be debugged.



Metadata Model

Unbeatable meta-data integration: Read/Write Directly to Salesforce Metadata Model always up to date.



Lightning Fast

Build models with multiple layers of decencies and options that still perform lightning fast.



Return on Investment

Increase ROI: e-Con Studio tools that save time and effort, resulting in a relatively low TCO.



Visualization

Available in static pictures, sketches, realtime rendering of 2D/3D pictures, or Augmented Reality.

RULES ENGINE

Declarative Rules Engine

Instead of an imperative Rules Engine e-Con offers you a declarative Rules Engine. A declarative rules engine is not dependent on order. If you answer any question within a sequence, the rules engine looks at all associated questions and variables and starts calculating answers, and if there's a change, all variables and all answers automatically are adjusted. It's definitely more friendly for selling—in most cases, customers don't chart out their requirements in ABC sequence, and for custom goods, configuring a product involves a lot of "discovery" questions. Whether you begin with question 6, 1 or 10, a declarative rules engine will cooperate.

The e-Con declarative rules engine gives users a solution that standardizes configurations, but doesn't strap users to a rigid process. Sellers will feel like they're working with the most helpful product catalog they've ever experienced. Rather than demanding a sequential flow, we make it possible to start anywhere with a configuration process. A product expert can zoom to the question he likes to ask first, with confidence that all questions will be covered and that configurations and costs will be accurate. Just as important, e-Con enables any seller to become an expert, following built in prompts and suggestions that anticipate the answers needed to yield the customer's optimal configuration.

Declarative

Declarative engine frees users from following rigid sequence

Real time

Draws from real-time Salesforce and/or Salesforce CPQ data with automatic updates.

No limits

Virtually no limits in complexity or depth of models

Models

Models and sub-models can be set up

Accurate

Checks, balances, prompts, alerts ensure accurate, feasible choices and results

Document

Document generation option available.

INTEGRATION

Meta data integration

Metadata gives e-Con a flexible, generic integration with Salesforce and/or Salesforce CPQ that's critical to creating and maintaining configuration models. Metadata exposes the Salesforce data model to e-Con and enables modellers to read and write to any table in Sales Cloud, Marketing Cloud and Service Cloud.

Configurations

Configurations can be mapped easily to standardised or specialised tables in the Salesforce data model without custom programming. Metadata integration also enable users to drag and drop tables and field into queries for fast, accurate results.



