

Configure Price Quote

## Unleash the power of CPQ

Salesforce solutions to streamline process and eliminate errors

Your contract processes should be driving profitability, not getting in the way



Work smarter and reduce wasted time



Speed up the selling process for a better close rate



Provide accurate quotes for better engagements

Spreadsheets and Word documents are inefficient and unreliable. Our Salesforce CPQ solutions anticipate needs, provide the right information to the right people and streamline the entire quoting process.

Automating all of this isn't just important for visibility and team efficiency, it's also key to delivering great customer experience.

CPQ done right pulls together all your relevant data, removes ambiguity, fosters accurate estimates, ensures legal and financial compliance, and enables timely turnarounds.

### Key partnerships



### Why Statêra for CPQ

**Dedicated resources**, including 12 full-time CPQ specialists and more than 40 certifications.

Statêra has become a **trusted partner** for enterprise-level and complex Salesforce CPQ solutions, across industries like manufacturing, high-tech, and health and life sciences.

**Business understanding**, gained through hundreds of projects, to align process with technology solutions

Full-service consultancy offering **end-to-end solutions** — from process design and technical architecture to change enablement and long-term application management

**Deep alignment with industry partners** that allows direct access to product experts and ensures customer success

Industry- and software-certified consultants bring leading best practices from hundreds of client engagements

## Here's how Statêra can help optimize your CPQ experience:

### Strategy

Statêra aligns your CPQ and business initiatives with business drivers, measurable objectives and key performance indicators. The resulting vision informs a roadmap to keep every initiative and person in sync and on target to the objectives.

### Process re-engineering

Understanding business processes is the first step in a successful engagement. Combining this knowledge with a technology roadmap sets the stage for a project that delivers results.

### Systems implementation

With more than 75 CPQ projects under our belt, the team is stacked with deep integration and implementation talent. This ensures the end result lives up to the scope.

### User adoption

The project isn't a success until it delivers targeted value back to the business. Ensuring the right adoption strategy for the unique needs of each client is a big part of getting to that value fast.

### Support services

"Go live" is not the end; it's just the beginning. Our support services team is there to keep the system in line as the business requirements change and technology improvements become available. This maximizes the investment long term.

## Extending CPQ: Offerings and capabilities

Our expertise in CPQ spans a wide range of enterprise needs, including:

- ▶ Quote-to-cash (QTC)
- ▶ Billing
- ▶ Contract lifecycle management (CLM)
- ▶ Communities partner relationship management
- ▶ Quick starts
- ▶ Support services
- ▶ Multi-system integration
- ▶ Data migration
- ▶ Prodly Moover (migrations)
- ▶ Chargent (payment processing)
- ▶ E-signature

Statêra is a full-service consultancy specializing in Salesforce, CPQ, CLM and custom technology solutions. We are problem solvers who thrive at the intersection of people, process and technology.