



BestCPQ for ERP & Salesforce

BestCPQ is powered by Commercient SYNC and is built as a solution for Salesforce to help businesses to close off big deals rapidly. It assists companies to produce highly configured quotes based on complex pricing, products, and business rules in order for sales to have everything they need.

BestCPQ is compatible with: Acumatica, Aptean, Baan, Chempax, Deltek, ECi M1, Epicor, Exact, Global Shop, IFS, Infor, IQMS, JD Edwards, Microsoft Dynamics ERP, MYOB, NetSuite, Oracle ERP Cloud, Plex, ProcessPro, QAD, QuickBooks, ERP, ERP Intacct, SAP, SouthWare, SYSPRO, Traverse, VAIVISMA, Workday and Xero.

About BestCPQ

- Powered by Commercient SYNC.
- Solution for Salesforce users.
- It can SYNC with 65 ERP solutions and it is the only CPQ that can do that.
- Since it can SYNC with your ERP, the process flows when sale orders are won and closed.
- Quotes can be built for complex products.
- Quotes are quick and can be easily given to prospects which results in value customers.
- It removes errors, which means reps and partners can achieve greater outcomes due to pricing and rules given in real-time.
- BestCPQ is trusted in the following industries such as medical, manufacturing, food, electrical, distribution and wholesale.

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BestCPQ for ERP & Salesforce

Benefits of BestCPQ

- Improved Quote accuracy.
- Faster QTC cycle.
- Faster time to quote.
- Reduced rogue discounting.
- More deal closures.
- Higher quote volume.
- Higher win rate.
- SYNC with ERP.
- Single Source of Data Truth.

The screenshot displays the Salesforce CRM interface for a quote. The top navigation bar includes tabs for Sales, Home, Opportunities, Quotes, Leads, Tasks, Files, Accounts, Contacts, Campaigns, Dashboards, Reports, and More. The main content area shows a quote for BMW with the title "TEST QUOTE 201908062158 (201908062158)". The quote details include a subtotal of \$728.00, a discount of 0.00%, a total price of \$728.00, and a grand total of \$758.00. The quote is titled "TEST QUOTE 201908062158 (201908062158)".

Totals	
Subtotal	\$728.00
Discount	0.00%
Total Price	\$728.00
Tax	\$10.00
Shipping and Handling	\$20.00
Grand Total	\$758.00

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BestCPQ for ERP & Salesforce

What is Synchronized?

- Inventory availability.
- Pricing.
- Bills of material.
- Kits.
- Quotes.
- Orders.
- Products.
- Business Rules.
- Sales.

While integrating your ERP with BestCPQ, accurate quotations can be created to gain access to inventory availability, costs, bills of material and kits. By having your orders and quotes back to your ERP assists in driving production, distribution, and financials. Once quotes and/or orders are SYNC'ed, your sales reps, and partners are able to view warehouse inventory levels as well as, won and/or closed sales can provide work orders, shipping, ultimately invoicing and cash.

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BestCPQ for ERP & Salesforce

Order Header

BMW (000000000000017)

Order Header | Catalog | Shopping Cart | Quick Add

Items: 7 Total: \$5,717.65

Customer BMW (000000000000017)
Email NA
Login abrie@commercient.com

Bill To:
BMW
P O Box 675
Industrial Areas
New York
NY
USA
10008

Ship To:
176 Central Avenue
Industrial Areas
New York
NY
USA
10009

Edit

Stock Code Quick Add

BMW (000000000000017)

Order Header | Catalog | Shopping Cart | **Quick Add**

Copy 0...

Items: 1 Total: \$720.00

Warehouse	Quantity	Stock Codes
E (Eastern Warehouse)	1	Search StockCode...
E (Eastern Warehouse)	1	Search StockCode...
E (Eastern Warehouse)	1	Search StockCode...
E (Eastern Warehouse)	1	Search StockCode...
E (Eastern Warehouse)	1	Search StockCode...

Add Add More...

Stock Code	Description	Unit Price	Discounted Unit Price	Qty	UOM	Warehouse	Line Price	Update	Delete	Note
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BestCPQ for ERP & Salesforce

Quote
TEST QUOTE 201908062154

Create PDF Delete Start Sync

Quote Number: 00000020 Expiration Date: Syncing: ☐ Opportunity Name: [TEST OPP 201908062151](#) Account Name: [BMW](#) Grand Total: \$5,727.65

Draft Needs Review In Review Approved Rejected Presented Accepted Denied Mark Status as Complete

Related Details

Quote Line Items (6) Add Products Edit Products

PRODUCT	SALES PRICE	UOM CODE	WAREHOUSE CODE
A111	\$721.21	EA	N
A112	\$720.00	EA	N
A123	\$880.00	EA	N
B113	\$1,166.22	EA	SA
B113	\$1,166.22	EA	SA

Activity

Filters: All time · All activities · All types Refresh Expand All

Next Steps More Steps

No next steps. To get things moving, add a task or set up a meeting.

Past Activities

No past activity. Past meetings and tasks marked as done show up.

What if I have an existing Salesforce database?

Clients with existing records in both ERP and Salesforce must consult with the BestCPQ Professional Services team to perform a clean-up and match-up of records before the BestCPQ SYNC is enabled.

What else does BestCPQ do with Salesforce?

- Quote Processing.
- Web-based Product Configurator.
- Data synchronization.
- Opportunity and Quote -> Sales Order Conversion.

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BestCPQ for ERP & Salesforce

- Products and Price Book SYNC.
- Product Record Types.
- Cases with Serial Numbers Invoiced and Service Orders.
- Opportunity Commissions Calculations based on ERP Invoices.
- Automatic ERP Sales Order Email Engine.
- Automatic Invoice Email Engine.
- Dealer/Wholesaler Self-Service Portal.
- Custom Data synchronization.
- SF Account Conversion to ERP AR Customer.

Shopping Cart

BMW (0000000000000017)

Order Header Catalog Shopping Cart Quick Add

Copy Quote Bulk Quote Items: 7 Total: \$5,717.55

	Stock Code	Description	Unit Price	Discounted Unit Price	Qty	UOM	Warehouse	Line Price	Update	Delete	Note
	A112	18 Speed Mountain Bike Ladies Distribution/Cost Multiplier	720.00	\$720.00	1	EA	E	\$720.00			
	A111	18 Speed Mountain Bike Girls Distribution	721.21	\$721.21	1	EA	E	\$721.21			
	A123	15 Speed Racing Bike Men Distribution/Goods in Transit	880.00	\$880.00	2	EA	E	\$1,760.00			
	B113	Handle Bar Assembly Sub Assembly	1166.22	\$1,166.22	1	EA	SA	\$1,166.22			

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BestCPQ for ERP & Salesforce

System Requirements:

Salesforce Group, Professional, Enterprise editions or higher. Salesforce API is included at no charge.

Company Information:

BestCPQ deals with front and back-office functions for integration which is built as a solution for Salesforce, to handle complex product, pricing and company rules. It operates with 65 different ERP's that results in information being shared at the right time with the correct people that prevents manual or dual entry.

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