

Designed to provide an unmatched user experience, Dextara CPQ is a 100% Salesforce native platform and provides extensive capabilities to Configure, Price, Quote for products, professional services and subscription businesses.

Dextara CPQ Key Capabilities



Advanced catalog



Bundles and hierarchical Products



Attribute based product model



Client & server-side rule engine



Complex pricing management



Subscription management



Recommendation engine



Product configuration



Quote Generation Engine

Dextara CPQ Implementation Approach

Consultation : We evaluate the clients' sales process and provide a solution blueprint and effective design for product modelling

Configuration & Customization : We guide through the configuration of Dextara CPQ and implement any customizations as per the requirements

Implementation & Integration : We provide standard Salesforce implementation & integration services to maximize business agility and streamline your sales cycle

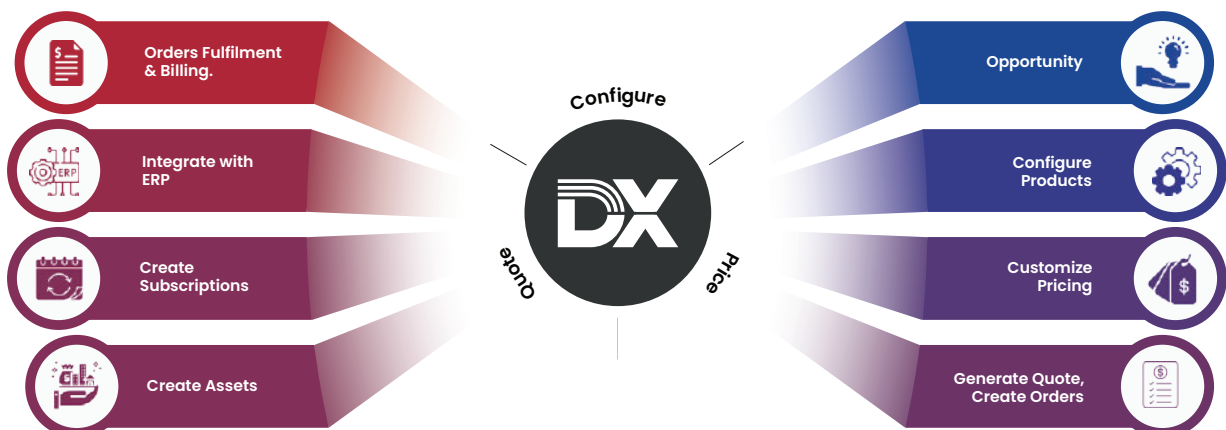
Training : We provide product training to the admin and sales team for effective usage of the product

Support : We offer a high touch support model for post implementation needs



Dextara CPQ Difference

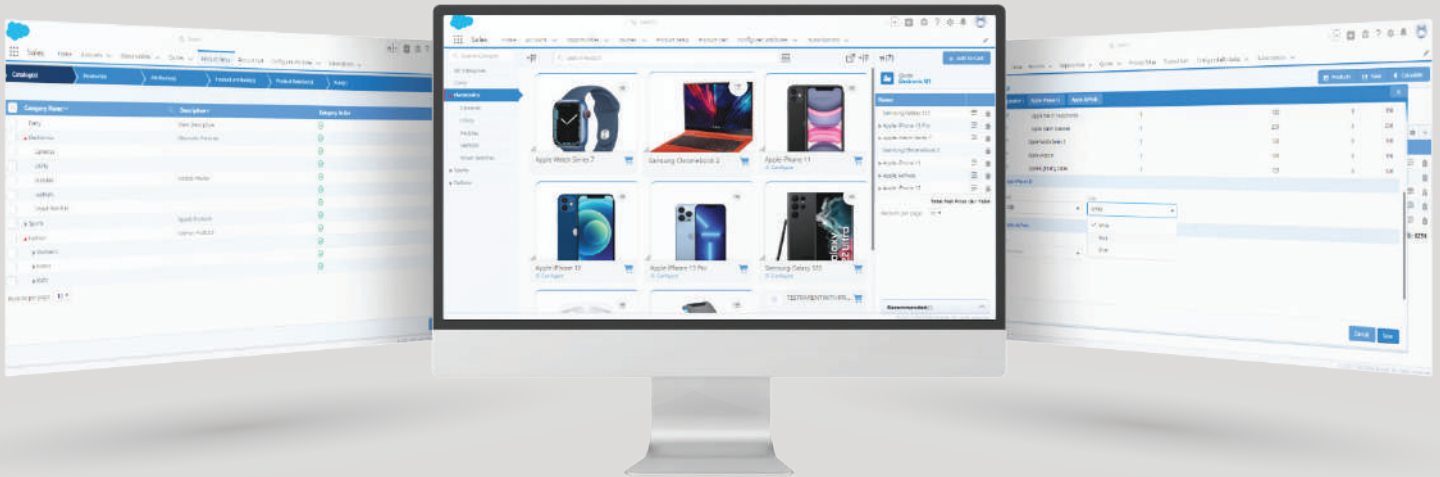
- Installation & Go-Live**
 Simple to install and a Go-Live in 2 weeks for standard implementation
- Customizations**
 Built 100% on Salesforce with Lightning Web Components. Extensible for further customization
- Feature Rich**
 A high performance, full feature CPQ with additional features such as Recommendation and Pricing Engine



How Dextara CPQ Works

A wizard modelled experience to complete entire product setup

Dextara CPQ is designed with Usability – First mindset. The entire master data setup can be completed in one simple & highly intuitive flow – Create Catalogs, Products, Attributes, Assign Attributes to Products, Create Bundles, Update Rules etc. without the help of any technical or product resource.



Bringing in Commerce experience to B2B sales

Multiple views such as tile view or tabular view to choose from and make it their favorite. Dextara CPQ has the best-in-class performance and can operate seamlessly even with high number of products and complex rules. Dextara CPQ also has a recommendation engine to aid in Up – sell/Cross – sell.

Configuring bundles made easy...

Well designed configurator to handle complex bundle or hierarchical products – The configurator provides an ability to also configure attributes and has real time updates to the product pricing based on product options and attribute selection.

Research suggests many benefits from implementing a CPQ Solution



5% Rise
in total Revenue



28% Faster & Shorter
sales cycle



105% Increase in
Avg Deal size



17% More Lead
Conversion rate

About Dextara

Dextara Digital is a Salesforce Consulting and ISV partner with a team of over 150+ certified Salesforce experts. Our certified team of experts are helping global clients in their Digital Transformation journey. Dextara has diversified clients from SMEs to large enterprises. We empower our clients to understand and connect with their customers at a whole new level using the Salesforce platform. Our core capabilities include CPQ, CLM, LWC, Integrations, and Einstein Analytics.

www.dextara.com

