Salesforce Quote-to-Cash simply works, out of the box – anytime, anywhere, and on any device. With Salesforce Quote-to-Cash, reps can create accurate quotes and proposals quickly, managers can easily control and approve discounts, and finance gets clean orders and advanced revenue recognition. Salesforce Quote-to-Cash is built to support every sales model including subscriptions, channel sales, add-on orders, and co-terming.

Best of all, Salesforce Quote-to-Cash is easy to use and configurable to meet your complex business needs. And, because it’s built using standard Salesforce objects it’s easily managed by your Salesforce admin.

“The process decreased from 20 minutes to as little as 2 per quote.”

ADAM GERLINGER
DIRECTOR, SALES OPERATIONS, NIMBLE STORAGE

How to select the right Quote-to-Cash edition

Choose the right Quote-to-Cash edition for your business:

<table>
<thead>
<tr>
<th>MOST POPULAR</th>
<th>CPQ Premium</th>
<th>Billing</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>CPQ Pro</strong></td>
<td>Configure, Price, Quote (CPQ) with Renewal and Order Automation</td>
<td>Multi-Channel Selling with Advanced Workflows</td>
</tr>
<tr>
<td><strong>$75</strong> USD</td>
<td><strong>$150</strong> USD</td>
<td><strong>CUSTOM</strong></td>
</tr>
<tr>
<td><strong>PER USER</strong></td>
<td><strong>PER USER</strong></td>
<td></td>
</tr>
<tr>
<td><strong>PER MONTH</strong></td>
<td><strong>PER MONTH</strong></td>
<td></td>
</tr>
</tbody>
</table>

Speed through the last mile of your sales cycle with Salesforce CPQ Pro. Easily manage complex product configuration, apply dynamic pricing for partners and customers, automate and forecast renewals, and quickly manage add-on and co-terming orders.

Manage the most complex sales cycles quickly and easily with Salesforce CPQ Premium. Use advanced workflow to route requests, export data automatically with Partner APIs, sell through the channel with partner portals, and give your customers and partners power with self-service.

Take the pain out of the cash process. Easily manage orders and subscription billing, quickly generate revenue recognition schedules for every order, automatically generate invoices, integrate with payment gateways, and generate reports to run dunning processes and track your business.

Want to see Salesforce Quote-to-Cash in action?

Check out our CPQ demo, or contact sales for more information.
## Salesforce CPQ Edition Feature List

<table>
<thead>
<tr>
<th>Professional</th>
<th>Enterprise</th>
</tr>
</thead>
</table>
| **Product Catalogue with Advanced Search** | ✔️ ✔️
| **Product Selector based on Parameters** | ✔️ ✔️
| **Product Configurator with Rules Engine** | ✔️ ✔️
| **Bundling and Nested Configuration (n-level)** | ✔️ ✔️
| **Pricing based on Parameters** | ✔️ ✔️
| **Discount Management** | ✔️ ✔️
| **Proposal Output Generation** | ✔️ ✔️
| **Basic Approval Workflow via SFDC** | ✔️ ✔️
| **Advanced Approval Workflow** | ✔️ ✔️
| **Dynamic Contract Generation** | ✔️ ✔️
| **Contract, Asset, Subscription Objects** | ✔️ ✔️
| **Order Management** | ✔️ ✔️
| **Manage Renewals and Add-Ons** | ✔️ ✔️
| **Contract Amendments** | ✔️ ✔️
| **Advanced Order Management †** | ✔️ ✔️
| **Salesforce Standard Objects** | ✔️ ✔️
| **Reports and Dashboards** | ✔️ ✔️
| **Pre-built 3rd Party API** | ✔️ ✔️
| **Customer Self-Service (Quotes & Orders)** | ✔️
| **Partner Self-Service (Quotes & Orders)** | ✔️
| **Third Party Portal Integration †** | ✔️
| **Standard Success Plan** | ✔️ ✔️
| **Premier / Premier+ Success Plan** | ✔️ ✔️
| **CPQ Essentials Training** | ✔️ ✔️
| **Basic Enablement Package** | ✔️ ✔️
| **Enhanced Enablement Packages** | ✔️
| **Tailored Services Package with SOW** | ✔️ ✔️

* Included in base user license
* Additional fee applies
* Optional
* Coming Soon
* Beta Available

## Billing Edition Feature List

<table>
<thead>
<tr>
<th>Professional</th>
</tr>
</thead>
</table>
| **Quotes** | ✔️
| **Orders** | ✔️
| **Billing** | ✔️
| **Invoicing** | ✔️
| **Subscription Management** | ✔️
| **Tax Management** | ✔️
| **Payment Collection** | ✔️
| **Customer Management** | ✔️
| **Revenue Management** | ✔️
| **Receivables Management** | ✔️
| **Analytics** | ✔️

For More Information
Contact your account executive to learn how we can help you accelerate your success.

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