Platform Resident Quote-to-Cash with Salesforce
Gain enterprise-wide visibility to your most important revenue process

1. Salesforce Platform and Core Microservices
   Start with a platform rich in microservices and that is fully secure.

2. Salesforce Sales, Services, Commerce
   Add in the core Salesforce cloud applications.

3. AppExchange
   Quickly take advantage of vertical, industry domain expertise and core processing functionality.

4. Custom Apps with Einstein
   Build in specific line of business functionality using declarative development and Einstein intelligence.

Architecture Overview (1-4 of 6)
Yesterday's ERP systems fail to meet today's customer-centric needs. Organizations must accommodate buyer needs in the front office as well as in the back office. This requires total transformation of the way the Quote-to-Cash process is handled. Quote-to-Cash is at the heart of driving revenue for your organization. It starts with your buyer's intention to buy, and ends with cash in the bank. The Quote-to-Cash process touches every department, every function, every channel, and most importantly, every customer. That's why the process needs to be collaborative throughout the entire organization, not siloed in an ERP system. When Quote-to-Cash effectively embraces all players, businesses can adopt new business models, address new markets, predict outcomes, and meet increasingly complex customer demands—without introducing delays adding risk, or increasing technical debt. This process can be setup and configured in months versus years.
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Collaborative Quote-to-Cash
Facilitate collaborative Quote-to-Cash for revenue recognition across all departments and functions (e.g. Finance, Legal, revenue management, scanning, document generation).

No Integrations Required
No external integrations needed for full functionality. Installation is as easy as installing apps on your mobile phone.

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Architecture Overview (5-6 of 6)

Discover Salesforce Platform reference architectures at salesforce.com/architecture or join the Trailblazer Community at sfco/platform_community.