



SAP Configure Price Quote (CPQ)

Accelerate sales with automated quoting



Generating accurate quotes for complex products should not slow down your sales process. To stay competitive, you need automation, seamless integrations, and intelligent pricing strategies that eliminate errors and accelerate deal closures. With SAP CPQ, you can streamline configurations, ensure pricing accuracy, and improve customer satisfaction. Argano helps you implement SAP CPQ to optimize your sales workflows and enhance operational efficiency, so you can drive more sales to grow your business.

Benefits:

- Faster and more accurate quoting process
- Reduced product misconfigurations and pricing errors
- Seamless SAP Sales Cloud integration
- Enhanced customer satisfaction with personalized quotes
- Increased sales efficiency with automated workflows
- Improved scalability for complex, high-volume product offerings

Specific Capabilities



Streamlined Quoting

Streamline the quoting process by generating accurate, personalized quotes based on customer needs and preferences.



Integrated Data Flow

Enable seamless data flow between CRM, CPQ, and ERP back-end systems for a unified experience.



Automated Approvals

Seamlessly route quotes to the correct approvers based on approval logic or allow for auto-approvals.



Flexible Pricing Models

Implement advanced pricing models that factor in costs, margins, market conditions, and customer-specific discounts.



Guided Selling

Support sales teams to select the right products, guiding them through complex configurations, reducing errors, and enhancing sales productivity.



Simplified Configurations

Simplify the configuration process by auto-selecting, allowing or restricting certain product configuration choices depending on business rules.

Foundational 15 weeks

Deliverables & Activities

- Simple products and services
- 3 guided selling templates
- Pricing and costing mastered in SAP CPQ
- Margin analysis
- Configured workflow
- 2 approval processes
- 1 document template
- 1 currency / market
- Integration with SAP Sales Cloud

Add-On Options

- Integration with a different CRM
- Additional document templates
- Reporting
- Configurable products

Extended 24 weeks

Deliverables & Activities

- All deliverables and activities from prior tiers
- Simple and configurable products and services
- 5 guided selling templates
- Master Data Integration with SAP Sales Cloud and S/4 via SAP Integration Suite
- Client-specific pricing and margin analysis
- Customized workflow
- Custom fields added to the quote layout
- 3 approval processes
- 3 document templates
- 4 currencies / markets
- Part-time Organizational Change Management

Add-On Options

- Integration with a different CRM or ERP
- Additional document templates
- Additional custom fields and calculations
- Integration with e-signature solution

Advanced 31+ weeks

Deliverables & Activities

- All deliverables and activities from prior tiers
- Simple and configurable products and services
- 10 guided selling templates
- Master Data Integration with SAP Sales Cloud and S/4 via SAP Integration Suite including custom fields
- Client-specific pricing and margin analysis

- Customized workflow with custom statuses
- Additional custom fields added to the quote layout
- 3 approval processes
- 4 document templates
- 8 currencies / markets
- Full-time Organizational Change Management

Add-On Options

- Integration with an analysis / reporting tool
- Additional document templates
- Additional languages / markets

Learn more at argano.com

Contact us today at sap@argano.com to find how Argano can help you implement SAP CPQ for smarter sales operations.

