



## CPQ accelerator

Integrated sales quote functionality to speed up sales admin and deliver optimal client and prospect experiences



If you are responsible for your organization's sales team operations, you will recognize these challenges:

"As a sales manager, my team's resource is weighted more towards admin rather than with customers and prospects or adding value. They are spending too long on preparing and sending quotes, which is meant to be a daily task carried out efficiently."

"As a sales rep I find our pricing and product catalog quite complex and as a result I am making errors in putting client quotes together; it gets worse when I want to apply a discount. I don't want to spend my time doing this, I'd rather be selling!"

The **CPQ accelerator** for **Microsoft Dynamics 365 Sales** boosts your sales teams' productivity and motivation with integrated tools that help them configure sales proposals within guidelines.

### Why choose Prodware to support your commercial operations?

As a Microsoft partner, Prodware has developed and implemented Dynamics 365 Customer Engagement and CRM projects across Europe.

Our experienced R&D team work closely with our clients to develop additional functionalities that suit their own client engagement needs.

### The CPQ accelerator boosts standard features in Dynamics 365 Sales:

- **Improve quoting productivity:** No more complex searches on product catalogs or Excel spreadsheets to provide customers with accurate quotes
- **Boost sales team performance:** Cross-sell and upsell opportunities available on the spot
- **Increase efficiency:** Less manual tasks such as quote and proposal generation for more time for higher-value tasks that generate revenue for your company
- **Reduce order and quoting errors:** Advanced rules and validations that don't allow orders that fall outside of your company's capabilities and policies
- **Reduce training:** Your sales reps can start selling the day they arrive.

Contact Prodware to align your Dynamics 365 Sales app with your own business processes to provide excellent customer experiences.



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