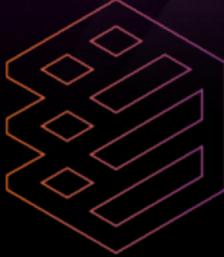


CPQ Configure Price & Quote



The CPQ Suite that digitalizes quote-to-cash processes. It **automates**, **optimizes**, **simplifies** and **speeds up** the entire quote-to-cash process.

: Bit2win solutions **run on any cloud platform.**

Salesforce native, and now fully integrated with Microsoft Azure and Google Cloud Platform.



100% native on the Salesforce platform

Native integrations with Salesforce Sales Cloud, Partner Communities and Service Cloud



100% API-first architecture

Create applications that can easily interface with one another. Create application ecosystems that are modular, reusable and extensible.

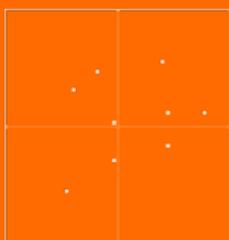


Ready for Any Cloud!

CPQ is ready to be integrated as full service performance software. CPQ can be easily and quickly integrated with 100% of the software.

Recognized as a leading order-to-cash vendor by customers and analysts.

/ Rated as one of the best CPQ solutions since 2017



Gartner Magic Quadrant for CPQ Application Suites

Leader in Pricing

"Bit2win Sales' out-of-the-box pricing functionality is among the best evaluated for this Magic Quadrant."

Complete and easy to Use

"List pricing, attribute-based pricing, promotion, sales agreement, volume-based discounting and bundling features are complete and easy to use."

Industry-specific Functions

"The product includes industry-specific functionality for needs-based product recommendation and estimating the cost of service over time".

Massive Scalability

"Several deployments of Bit2win Sales have over 10,000 sales users."

Comprehensive Promotions Functionality

"The newly released promotions capability is one of the most comprehensive evaluated for this report."

Powerful Workflow Engine

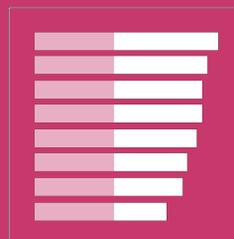
"The product includes a highly scalable workflow engine that is used for a variety of event-driven processing such as bulk updates of many customer assets."

Leader in Re-bundling and Contractual Commitments

"Support for contractual commitments and rebundling is the best evaluated for this report."

Massive Scalability

"... the product was able to edit a large transaction and quickly generate a very large proposal".



Gartner Critical Capabilities for CPQ Application Suites 2020



IDC MarketScape CPQ Applications for Commerce 2020

High Customer Satisfaction

"Customers ... rated Bit2win ... above average in customer support satisfaction."

Ease of Use

"Customers ... rated Bit2win ... above average in terms of ease of use of the application."

Massive Scalability

"Bit2win has customers with over 10,000 users".

Multi-channel Support

"Bit2win ... can support high transaction volumes across numerous different channels."

- Effectively **automates** and **optimizes** service and product **configuration**, quote creation and order capture.

Automation

Automate and optimize quote creation, order capture and advance pricing.

Easy Configuration

Create and maintain opportunities, quotes and orders across the channels.

Manage All

Manage every kind of product structure and type of services.

Pricing

Price complex criteria and establish eligibility compatibility.

Selling

Sell subscription and tangible goods in bundles or standalone

Easy Configuring

Easily configure complex

: Turbo-charge your quote-to-cash process, from offer selection to invoicing

Multi-cloud Enterprise Solution

Runs on any cloud. Native for Salesforce. Integrated with Microsoft Azure and Google Cloud Platform.

In-house Built Rule Engine

High performance rule engine to create any kind of business rule, such as eligibility, compatibility and pricing.

Eliminates Governor Limits

Leverages Heroku components to handle high volumes of quotes to improve massive actions like splitting, asset based ordering by using asynchronous processes

Extensibility

Extends the data model, creates new objects or relationship to map any customer specific needs.

Reusable, Multilayer Catalog

Allows configuration of complex product offers. Supports import/export capabilities

Massive and Bulk Operations

Built-in solution to manage massive order entry, change order, disconnection or replicate product configuration.

Scalability

Scales up and down to support any company, from global enterprises to SMBs.

: Manage **orders across any channel**

/ Our Solutions Come With Industry-Specific Capabilities Built In.

Multi-channel

Communicate across any channel

Use direct sales, reseller, self-service and mobile channels. Create and maintain opportunities, quotes and orders across all channels.

Asset-based Ordering

Manage products and subscriptions

Manage customers' assets, be they physical products, or subscriptions to a service. Manages the asset status – new, active or deleted – in the customer's configuration

Propose and Negotiate

Customize proposals for customer roles and profiles

Conduct large transactions, manual price adjustments as well as discount approvals based on roles and profiles. Generate proposals and perform electronic signatures. Includes cost management, NPV (Net Present Value) and payback period calculation.

Post-Sales/Order Decomposition

Adjust orders and manage fulfillment status

Manage post-sales activities, such as change orders and change offers, starting from customer assets. Includes administration user interfaces and runtime workflow to decompose an order and orchestrates it, sending it to multiple fulfillment systems. Manage work orders and fulfillment status.

: Micro target customers with **flexible rules and pricing**

/ Our Solutions Come With Industry-Specific Capabilities Built In.

Configuration Rule Engine

Easily create any kind of rule

Create and maintain different kinds of rules, such as eligibility, compatibility and pricing, including multi-currency. Manage conflict messages, easily upsell and cross-sell with automatic recommendations.

Promotion

Fine-tune customer engagement

Create promotions such as discounts, rewards and offers with configurable timing, duration and quantity.

Pricing and Discounting

Develop pricing schemes that maximize revenue

Administer, import and execute list pricing. Charge prices one time for multiple different units of measure (such as per unit, per case, per dozen, per ton) or based on attribute values. Manage volume discounts, promotions, tax models and pricing waterfall explanation.

Price agreement

Minimize business risk

Establish long-term, predictable business relationships and accelerate quoting and ordering. Framework agreements include regular order, occasional order, drawdown and license to hunt. Often, revenue accrues over time, instead of funds being exchanged when the deal is closed.

: Leverage the product catalog to **create flexible offers**

/ Our Solutions Come With Industry-Specific Capabilities Built In.

Extended Product Catalog

Effortlessly manage products and services

Manage any kind of product structure and type of services, supporting rapid order entry, product search and comparison. Configure complex product offers. Use import/export capabilities. Based on a reusable, multilayer catalog administration approach.

Sell Tangible Goods

Send goods to any locations using any carrier

Sell tangible goods, generate a bill of materials (BOM) from the option selected. Manage shipping charges, capturing shipping details for tangible goods on the order. Order lines can be sent to multiple locations by multiple shipping methods.

Sell Subscription

Improve customer retention

Manage different types of pricing models, such as recurring charges, usage-based charging and one-time fees. Apply list pricing. Manage multiple price types for a single transaction line. Create bundles, perform unbundling and promotions. Manage service locations and related association with a configurable service. Each service location can define available options, features and service levels.

Bundling and Unbundling

Optimally combine products and services

Create bundles and configurations that are in the best interest of the company, rather than having salespeople make educated guesses.

: **Close deals faster** with automated processes

/ Our Solutions Come With Industry-Specific Capabilities Built In.

Point of delivery management

Speed up offer configuration on Delivery points

Navigate to SP group by filtering the catalog. Apply adjustments to a product offer to all service points (SPs).

Dynamic document generation

Easily generate documents

Automate the generation of relevant documents directly from the CRM system.

Consolidate Catalogs and Split Orders

Streamline operations with a single catalog

Map multiple enterprise catalogs, such as billing and fulfillment catalogs, to a single commercial catalog to decouple the commercial part from the OSS systems. Split an order into several different work orders that can be assigned to different departments as well as different owners, who work only on the assigned part of the entire order.

Guided Workflow

Point and click to define workflows

A powerful workflow tool to define process flow based on a point and click approach. It is a lightning wizard configurator to collect and validate data provided by the user.

Streamline business with eSignature

Effortlessly sign orders

Capture the customer's electronic signature through a unique email link approach.

Extensibility

Match demand needs through customization

Sell tangible goods, generate a bill of materials (BOM) from the option selected. Manage shipping charges, capturing shipping details for tangible goods on the order. Order lines can be sent to multiple locations by multiple shipping methods.

: Reviews From Enterprises

/ We have over a decade of experience supporting Utilities, Energy, Telco, Media and Retail industries.



Amazing CPQ

Powerful Rule engine Reduce Time2Market and improve sales process with all sales and postsales scenarios. (Upselling, Disconnect, Change Tarif,..) Easy to configure very complex products and pricing model Flexibility to manage different Industries (Utilities, Telco, Retail, Finance,..) Powerful API First rule engine that allow external system to use Bit2win CPQ capabilities.



Excellent experience for Digital Transformation of Business

We like Bit2win: pricing and quoting capabilities that are adapt per our Business requirements, knowledge of their expert services, his flexibility for the integration with other systems, his capabilities to handle large volume of Customer for pricing and quoting, new shopping cart feature and finally the compatibility with latest Salesforce new features.



Good CPQ Product From A Smart and Dynamic Company

Their CPQ is working quite well, after a bit of tuning due more to the customizing our internal Customer requested than to some sort of lack of features. We're now effectively supporting the selling process for the channels in scope of our SFA project, having also implemented a good deal of business requests related to offers definition process, also as far as pricing in concerned. Sales reps, now, can also dinamically generate proposal documents, with terms and conditions, via ePublish.





Keep in touch!

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-  www.linkedin.com/company/bitwin
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-  vimeo.com/bit2win



Customer and partners reviews 

