

CPQ-E

ENTERPRISE CPQ CAPABILITY BENCHMARK

Macro9
Group

Product Data Sheet

At A Glance

- **CPQ-E is a standardized benchmark for evaluating the capabilities of enterprise scale CPQ platforms.**
- **Our benchmark uses customer neutral and platform neutral test cases**
- **CPQ-E enables enterprise customers to evaluate and compare CPQ features and capabilities.**
- **Suitable for cloud, hybrid-cloud or server based platforms.**
- **Includes B2B and B2C business processes.**

CPQ-E is the first standardized benchmark for evaluating enterprise, platform capabilities for Configuration, Pricing and Quoting business processes.

Overview

Evaluating Configuration, Pricing and Quoting (CPQ) platforms for enterprise deployments isn't easy. This is due to various factors, such as high levels of implementation customizations, proprietary company data and specialized business use-cases.

CPQ-E provides standardized use-cases which enterprises can use to evaluate enterprise grade CPQ platforms.

CPQ-E is the first standardized benchmark for evaluating enterprise, platform capabilities for Configuration, Pricing and Quoting.

Why CPQ-E?

CPQ-E enables prospective CPQ customers with a way to compare CPQ platforms using a common set of business use cases. CPQ-E can be used for

- Vendor evaluation and selection processes
- Understanding key CPQ capabilities
- Learning industry best practices
- Supporting the design of customized CPQ applications

CPQ-E can save significant time in evaluating CPQ platform solutions and capabilities.

What's included?

CPQ-E includes a complete set of data, use cases and requirements needed to build and test an enterprise CPQ solution. Our CPQ-E kit includes:

- ✓ B2B and B2C Use Cases
- ✓ Vendor neutral test and pricing rules and data
- ✓ Data masters for Product, Price, Customer opportunities
- ✓ Verifiable inputs and results (and sample quotes)

CPQ-E includes both
B2C and B2B business
scenarios

Benchmarking Process

CPQ-E is available for purchase from Macro9 Group. Customers may implement the CPQ use cases on their candidate platforms and compare with our baseline results.

Alternatively, Macro9's Professional Services are available to assist customers with a reference CPQ-E implementation.

Two CPQ Use Cases

CPQ includes a set of business use cases derived from two business scenarios. The first is a Business to Consumer (B2C) case where the following use cases are provided for testing:

B2C Use Case: Online customization sales of cell phones, plans and bundles. This sale includes handsets, calling plans, accessories and subscription based value added services.

B2C Use Case Capabilities



CPQ-E provides measurable Results

CPQ Area	Features Tested
Configuration	<ul style="list-style-type: none"> • Business Rule Patterns • Dynamic Bundles • Recommendations • Configuration Rules • Multi-Tier product structures • Solution CBOM's / MBOM's
Pricing	<ul style="list-style-type: none"> • Line item discounting • Discount thresholds • Regional Taxation • Customer price lists • Subscription proration
Quoting	<ul style="list-style-type: none"> • Multi-language Quotes • Multi-currency Quotations

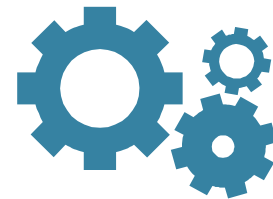
Use Cases

CPQ includes a set of business use cases derived from two business scenarios. The first is a Business to Consumer (B2B) case where the following use cases are provided for testing:

B2B Use Case: Online quoting of network server with Network connectivity requirements, multiple memory channels and RAID configuration.

B2B CPQ Capabilities

CPQ Area	Features Tested
Configuration	<ul style="list-style-type: none"> • Large BOMs • Slot Configuration • Compatible Part Substitutions • Nested Configurations
Pricing	<ul style="list-style-type: none"> • Line Item with Substitutions • Per Chassis Pricing • Part Availability
Quoting	<ul style="list-style-type: none"> • Price proration • Margin Thresholds



*Our use cases are derived from **actual** enterprise implementations (but include no proprietary data)*

Learn More

Our account representatives are available to answer your questions about CPQ-E.

To learn more, please contact us by visiting our website at <http://www.maco9.com>.

About Macro9 Group

Macro9 Group is a boutique services consultancy specializing in the design, development and delivery of enterprise sales automation solutions including CPQ applications and systems migration technologies. Our experience comes from the successful implementation, delivery and support of global sales applications for Fortune 500 companies. Our experienced staff has played a central role in building and deploying some of the industry's most powerful and complex CPQ solutions.