



IO EDUCATION

EnablePath CPQ Practice Deploys Sales Cloud® with Salesforce CPQ® to Drive Quoting Automation for IO Education

A National leader in the education technology industry for over 18 years, IO Education is on a mission to empower educators with data to **improve educational outcomes**.

IO Education is focused on developing innovative solutions that **break down data silos** and improve outcomes for three areas of school districts: student achievement, educator effectiveness and operational efficiency.

Today IO's **SaaS Solutions Suite** Serves more than **100,000 Teachers** and enables more than **5,000,000 Student and Parent** on-line interactions monthly.

EnablePath Partnered with IO Education to Implement Salesforce Sales Cloud® with Salesforce CPQ and DocuSign. With a complex and evolving SaaS product suite IO recognized the need for automation and system oversight in their product packaging and quoting. The Grade – **A+**:

- **Improved Client and User Satisfaction** through automation and more efficient quote creation and iteration
- **Decreased Pricing and Packaging Errors** through system supported pricing and packaging rules management.
- **Accelerated Quoting and Contracting Timelines** through faster more accurate quoting, efficient quote iteration, and auto creation of Contracts capable of Electronic Signature

IO Education now has **control, automation, and a real time view of their sales cycles on new and renewal opportunities with anywhere/anytime/any device access.**