

Configure Price Quote (CPQ) Software Category



Configure Price Quote (CPQ) Software Category

Configure Price Quote (CPQ) software means you can give a sales quote at the most competitive price. CPQ software can price goods and services according to cost, competition and other economic factors. CPQ software will help your business find the right price according to many variables. CPQ software can aggregate these variables so that you can arrange your products and services in the best way to optimize sales and profits, such as bundling or upselling. The quote app takes into account costs, competition and other economic factors to provide a sales quote for customers at the best price.



Customer Success Report Ranking Methodology

The FeaturedCustomers Customer Success ranking is based on data from our customer reference platform, market presence, web presence, & social presence as well as additional data aggregated from online sources and media properties. Our ranking engine applies an algorithm to all data collected to calculate the final Customer Success Report rankings.

The overall Customer Success ranking is a weighted average based on 3 parts:

CONTENT SCORE

- Total # of vendor generated customer references (case studies, success stories, testimonials, and customer videos)
- Customer reference rating score
- Year-over-year change in amount of customer references on FeaturedCustomers platform
- Total # of profile views on FeaturedCustomers platform
- Total # of customer reference views on FeaturedCustomers platform

MARKET PRESENCE SCORE

- Social media followers including LinkedIn, Twitter, & Facebook
- Vendor momentum based on web traffic and search trends
- Organic SEO key term rankings
- Company presence including # of press mentions

COMPANY SCORE

- Total # of employees (based on social media and public resources)
- Year-over-year change in # of employees over past 12 months
- Glassdoor ranking
- Venture capital raised

Award Levels



MARKET LEADER

Vendor on FeaturedCustomers.com with substantial customer base & market share. Leaders have the highest ratio of customer success content, content quality score, and social media presence relative to company size.



TOP PERFORMER

Vendor on FeaturedCustomers.com with significant market presence and resources and enough customer reference content to validate their vision. Top Performer's products are highly rated by its customers but have not achieved the customer base and scale of a Market Leader.



RISING STAR

Vendor on FeaturedCustomers.com that does not have the market presence of Market Leaders or Top Performers, but understands where the market is going and has disruptive technology. Rising Stars have been around long enough to establish momentum and a minimum amount of customer reference content along with a growing social presence.



2021 Customer Success Awards

Check out this list of the highest rated Configure Price Quote (CPQ) Software based on the FeaturedCustomers Customer Success Report.



MARKET LEADERS



TOP PERFORMERS



RISING STARS



* Companies listed in alphabetical order

2021



FALL 2021

Configure Price
Quote (CPQ)
Software Category

MARKET LEADERS



★★★ 35

Total Customer References

[VIEW ALL REFERENCES](#)

ABOUT CINCOM



You manufacture and sell highly configurable products across a number of different channels. Despite the complexity of your products, your customers still demand a fast, simple buying experience. Cincom CPQSync empowers your sales reps to deliver the experience your customers want through simplified product configuration, dynamic pricing and faster time-to-quote, ensuring your customer gets the product they need at the right price. That's how Cincom CPQSync helps you win more business, operate more efficiently and deliver as promised.

Featured Testimonials

“Cincom CPQ is having a large positive impact on our sales, sales support and our install support teams. It's already made it easier to onboard new sales reps because many of the rules they previously had to remember are embedded in the application. Our veteran reps really like carrying a thin tablet instead of a 12-inch binder and a folder full of paper forms when they walk into a house. And the professional presentation seems to be having a positive impact on our customers, too.”



KEITH BRIERLEY-BOWERS
DIRECTOR OF BUSINESS PROCESSES, BGE HOME

“This collaborative partnership positions us to deploy a user-friendly CPQ tool that is flexible, allows us to rapidly adapt to a disruptive technology market changes (and) support our customers' digital transformation journeys.”



KARL H. SEILER
CHIEF EXECUTIVE OFFICER AND PRESIDENT, DATASERV

“The visual display of Cincom CPQ helps identify areas that need better consistency across our value streams.”



AARON CANNON
IT SOFTWARE PROJECTS MANAGER, ATC TRAILERS

“We have certainly had a very positive experience with Cincom. We consider it to be a very serious company doing all that it takes to satisfy its customers' requests. We've noticed that the Cincom product is a very powerful and versatile engine, able to cope with complex products and processes that are hard to manage, and produce error-free results.”



ROBERTO CALEGARI
GROUP SUPPLY CHAIN MANAGER, FASSI CRANES

TRUSTED BY





97

Total Customer References

[VIEW ALL REFERENCES](#)

ABOUT CLOUDSENSE



CloudSense is the proven Commerce and Subscriber Management platform, built for high-volume or complex ongoing services. We're trusted by Communications, Media and Utilities businesses worldwide to launch, sell and fulfill the entire customer journey on Salesforce. We make successful companies more convenient. Our customers go to market in a third of the time, sell four times faster, increase sales by 24% and deliver eight times faster, with a 79% improvement in order accuracy. Our founders' experience as enterprise software buyers is ingrained in our DNA, and distilled in our platform. We empower your people with AI, BI and automation to deliver convenient, personalized and friction-free subscription experiences for your customers, and maximum ROI for your business. Since starting out in 2009, CloudSense has grown at a remarkable rate. For over ...

Featured Testimonials

“CloudSense has seamlessly extended Salesforce, enabling us to improve our accuracy and provide a joined-up, customer-centric service all the way from quotes and the delivery of orders, right through to our eCommerce offering.”



NATALIE DAVIES
HEAD OF CUSTOMER EXPERIENCE, MOMENTUM ENERGY

“The CloudSense Telecoms Platform is streamlining the way we sell. This project will simplify our processes, enabling us to configure, price and quote for new and existing services quickly, while offering a smooth and straightforward customer journey. This implementation is critical to support our ambitious growth plans. We looked at several other Salesforce native providers when scoping the project, and CloudSense stood out with its CPQ capability.”



JEFF DORR
VICE PRESIDENT OF FINANCE AND CORPORATE OPERATIONS, CORESITE

“We were looking at a number of options including a generic CPQ option with no specific broadcast capability or building the solution ourselves. However, we decided the best way to go for project efficiency, functionality and also future proofing our investment was the CloudSense Media Platform.”



JAN RIZVI
HEAD OF TECHNICAL DEVELOPMENT, TV4

“CloudSense gives VodafoneZiggo a telecoms specific Configure Price Quote (CPQ) and customer order management, enabling us to enhance both the sales cycle and the customer experience.”



DAVE LOERTS
DIRECTOR SALES SMB, VODAFONEZIGGO

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COMPASS





301
Total Customer References

[VIEW ALL REFERENCES](#)

ABOUT CONGA



Conga developed its suite of enterprise-grade Intelligent Document Automation solutions to help businesses optimize their CRM investments. The Conga Suite, which includes Conga Composer, Conga Contracts, Conga ActionGrid, and Conga Sign, simplifies and automates data, documents, contracts, signing, and reporting. As a Salesforce Platinum ISV Partner, Conga is committed to providing its customers with enterprise-grade infrastructure, security, and solutions. In fact, more than 650,000 users in 85 countries across all industries rely on Conga applications to fully utilize their Salesforce data, including Hilton Worldwide, Schumacher Group, and CBRE.

Featured Testimonials

“After we implemented Conga CPQ, the functionality of our quotes for our sales reps was dramatically improved. The ability to take a quote and present it with the appropriate legal terms and conditions relevant to a customer, buying in specific fashion, was one of the key benefits that we got out of the project.”



JACK BORLAND
SALES OPERATIONS MANAGER, WOLTERS KLUWER

“We needed something that’s nimble, agile, and best in breed. After assessing all the vendors, we felt Conga CPQ was by far the best enterprise order capture solution—it would enable a seamless experience for our sales team while automating much of the quote process.”



CRAIG EITER
VP, SALES ENABLEMENT, THOMSON REUTERS

“We now get out much more accurate quotes out with good pricing guidance and sales reps can edit from within the cart. We’ve seen a 50% drop in time it takes to create a quote. We now automate a majority of our quotes, both direct and channel. This has been a huge win for our deal desk and sales operations teams.”



ANISHA VASWANI
CORPORATE CIO, BOX

“Choosing Conga CPQ to help us streamline our quoting processes has helped sharpen our competitive position, drive continued sales excellence, and enhance the customer experience. Conga CPQ enables our sales team to provide complex quotes faster and more accurately, improving productivity.”



DAVID BIBBY
GLOBAL DIGITAL SERVICES, FINNING INTERNATIONAL INC

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132

Total Customer References

[VIEW ALL REFERENCES](#)

ABOUT EXPERLOGIX



Experlogix is a premier provider of CPQ (Configure, Price, Quote) technology, specializing in fully integrated quote and order automation solutions for Microsoft Dynamics, NetSuite and Salesforce. They provide powerful, yet easy-to-implement configurator technology that allows your sales reps, customers or channel partners to create quotes and orders fast and error-free.

Featured Testimonials

“I have complete confidence in the Experlogix team and their CPQ solution. They understand the manufacturing industry, they have deep CPQ functionality, and have hundreds of Dynamics customers to prove it.”



STEVE HANNA
MICROSOFT CORPORATION

“CPQ is easy to work with and allows us to create complex quotes and agreements in a short time frame. CPQ is simple to use; it's got a great look and feel, and offers the best value for your investment.”



JAAP VERSNEL
BUSINESS ANALYST, HEINEKEN

“Experlogix works harmoniously with Dynamics CRM and the combination of the two is quite powerful. We have tossed our old system overboard and have managed to get rid of at least 20 different programs and Excel sheets on the fly. As the multi-currency functionality is easy to set up in Experlogix, we were able to build a uniform solution that serves our global sales team so we now speak one common language in the company. In fact, we have even started training our agents and distributors to use Experlogix for quoting.”



GUIDO VAN MIER
CONFIGURATION MANAGER, THERMO FISHER SCIENTIFIC

“We selected the Experlogix CPQ for Dynamics GP Manufacturing for its tight integration and powerful rules and formula capabilities. We were convinced following a proof-of-concept demonstration that Experlogix could handle our complex requirements.”



DON KENNEDY
CONFIGURATION ENGINEER, FMH CONVEYORS

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54

Total Customer References

[VIEW ALL REFERENCES](#)

ABOUT ORACLE CPQ

ORACLE
CONFIGURE, PRICE,
AND QUOTE
CLOUD

Oracle CPQ is a solution that helps enterprises and fast-growing companies by improving margins and sales productivity through increased business agility. Flexible, scalable, and enterprise-ready, Oracle CPQ enables you to accurately capture orders for complex products and services and generate quotes within minutes.

Featured Testimonials

“Oracle Configure, Price, and Quote Cloud provides us with a unified pricing platform for our salespeople across the world. It is fully integrated with our customer relationship management environment, and it enables us to produce rapid and accurate quotes, even for some of our very complicated products.”



RYAN KREASIS
MANAGER, SALES SYSTEMS, SUNQUEST INFORMATION SYSTEMS, INC

“With Oracle Configure, Price, Quote Cloud, we increased productivity, profitability, and repeatability throughout our sales process. The solution empowers us to create quotes more quickly—improving customer service—and offers a comprehensive view of proposals to enable thorough forecasting.”



JERRY MILLER
VICE PRESIDENT, WILLIAMS COMFORT PRODUCTS

“We chose Oracle CPQ Cloud Service because of its unique and collaborative tool for our sales team, its ability to create standard or complex quotes, its simple integration with our CRM, and its capacity to adapt to our organization.”



SIMONE SINIGAGLIA
CRM PROJECT MANAGER EUROPE, AIR LIQUIDE WELDING

“By deploying Oracle Configure, Price, Quote Cloud, and with help from Oracle Partner PCCW Solutions, we can complete quote-to-cash process in just seconds and have increased our sales productivity by 20%. The automation also minimized our headcount costs and enabled staff to focus on strategic tasks.”



DEREK CHOI
SVP, BUSINESS AND SALES MANAGEMENT, PCCW MEDIA

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182
Total Customer References

[VIEW ALL REFERENCES](#)

ABOUT PROS



PROS Holdings, Inc. (NYSE: PRO) is a leading provider of SaaS solutions that optimize shopping and selling experiences. Built on the PROS Platform, these intelligent solutions leverage business AI, intuitive user experiences and process automation to deliver frictionless, personalized purchasing experiences designed to meet the real-time demands of today's B2B and B2C omnichannel shoppers, regardless of industry. To learn more, visit www.pros.com.

Featured Testimonials

“After a proposal has been defined, PROS generates reliable and professional quotes fully compliant with our legal requirements and sales policies. This has allowed us to accelerate the volume of quotes generated to more than 1,500 issued in just six months.”



PIERRE BLACHON
VICE PRESIDENT, POLICY MANAGEMENT SERVICES, AGRICA GROUP

“PROS CPQ provides us with a common, integrated solution from order capture to manufacturing to fulfillment, delivering secure, accurate orders regardless of the sales channel. Using PROS to publish electronic catalogs on our B2B and B2C websites, we're able to quickly satisfy customer specific requests, while simultaneously increasing order reliability and product quality.”



JEAN-LOUIS SERVENT
CHAIRMAN OF THE MANAGEMENT BOARD, LAPEYRE

“Since implementing PROS CPQ, we have improved our responsiveness, increasing customer satisfaction. The configurator allows us to increase productivity when preparing estimates and installation plans for elevators. We have seen our revenue increase largely due to the automation of our sales process.”



JÉRÔME MORILLE
DIRECTOR OF INDUSTRIAL SYSTEMS AND SALES SUPPORT, THYSSENKRUPP ELEVATOR MANUFACTURING

“PROS CPQ's ease of implementation and its multi-channel capabilities enable us to respond to new market requirements easier and faster, with far greater agility and flexibility.”



CORINNE DAJON
INFORMATION SYSTEMS DIRECTOR, AG2R LA MONDIALE

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ABOUT SALESFORCE CPQ



Salesforce CPQ gives your company the tools you need to take control of the sales process from quote to cash. With the help of Salesforce CPQ, you can send invoices and collect cash with ease. Manage subscription billing with flexible terms. Leverage the AppExchange and their ISV partners to integrate with ERP. Quickly recognize revenue and report on quotes, orders, invoices, and payments for actionable intelligence. Streamline pricing, discounting, and approvals. Spend less time in spreadsheets and emails. Submit proposals that look the way you want every time.

19

Total Customer References

[VIEW ALL REFERENCES](#)

Featured Testimonials

“Quoting went from the Wild West to a smooth, transparent process with appropriate controls. And now, it can scale with our growth.”



ANGUS LINDSAY
EXECUTIVE DIRECTOR, ENTERPRISE BUSINESS APPLICATIONS, ATHENAHEALTH INC.

“Within 2 weeks I was creating products and configurations and bundles. It was very easy to understand, very easy to implement.”



RUCHIKA CHOPRA
MANAGER SALES OPERATIONS, HPE NIMBLE STORAGE

“Salesforce CPQ helped us reduce time to process a change order from four hours to 15-to-20 minutes.”



HINDU SOMASHEKAR
DIRECTOR OF ENTERPRISE APPLICATIONS, GLASSDOOR

“Having a single view of our customers' assets in a single place, in a single platform that is well-defined architecturally, has helped us significantly. And we'll keep improving on it.”



AJ KEVAL
SR. DIRECTOR GLOBAL SERVICES OPERATIONS, HITACHI

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Total Customer References

[VIEW ALL REFERENCES](#)

ABOUT TACTON



Tacton enables Smart Commerce for manufacturers by empowering organizations to extend beyond traditional commerce. Tacton Smart Commerce ensures manufacturers always offer optimal solutions to their customers throughout the entire B2B buyer journey. Their industry expertise and leading technology enable a seamless customer experience. Tacton provides solutions to their global customers such as ABB, Bosch, Caterpillar, Daimler, MAN, Mitsubishi, Siemens, Toshiba and Yaskawa. Tacton is headquartered in Chicago, Illinois and Stockholm, Sweden, with regional offices in Karlsruhe, Germany; Warsaw, Poland; and Tokyo, Japan.

Featured Testimonials

“The product configurator with 3D visualization is presenting our instruments in an attractive way that simplifies the complex buying decision for our customers.”



MARKUS STEINKE
CHIEF MARKETING OFFICER, METROHM AG

“The beauty of Tacton Configurator is that it will guide the sales rep through the sale and get the configuration of the product and the quotation correct each time. Any potential conflicts and errors are resolved automatically by the configurator.”



JANS NILLSON
SIEMENS TURBO MACHINERY

“Tacton automated our processes significantly, making it easier to generate solid leads. Customers are also able to configure their own product by using the Tacton via our web page, those configurations are sent automatically to our CRM system, generating leads.”



HENNING LANWER
INSTA GMBH

“Tacton provides a unique opportunity for Fluido and our customers to put the Configure Price Quote process at the heart of the engineering and manufacturing selling process. It allows us to significantly reduce the complexity and time it takes our customers to price and sell complex products that require industrial design.”



KAI MÄKELÄ
CHIEF EXECUTIVE OFFICER, FLUIDO

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64

Total Customer References

[VIEW ALL REFERENCES](#)

ABOUT VENDAVO



Vendavo powers the shift to digital business for the world's most demanding B2B companies, unlocking value, growing margin and accelerating revenue. With the Vendavo Commercial Excellence platform, companies develop dynamic customer insights and optimal pricing strategies that maximize margin, boost sales effectiveness and improve customer experience. With an annual margin improvement totaling more than \$2.5 billion across companies in chemicals, distribution, high-tech and manufacturing, Vendavo delivers cutting-edge analytics and deep industry expertise that help companies stay one step ahead. Fun Fact: In 2020, during Vendavo's "Value Assessments" with its customers, customers validated over \$667 million in annual benefits — an average of \$21.5 million/customer. Vendavo is Headquartered in Denver, CO and has offices around the globe.

Featured Testimonials

“Our large customers are looking for the only differentiator to be price so our salespeople are looking for other criteria – sell value, sell services, for example. We need our executives to be aware of any risks to sales goals early on in the negotiation process, and we needed a more standardized process for communicating and delivering quotes. Vendavo does that.”



KEVIN MANN
PROGRAM MANAGER, SEAGATE

“Pricing in general is important and challenging at O-I. Vendavo is an integrated package where you can analyze, simulate pricing actions and track outcomes. Profit Analyzer is straightforward; we can start to explain to people the “why” of why we are taking pricing actions...we all have a better understanding of the quality of pricing decisions.”



VINCENZO PELLEGRINO
STRATEGIC PRICING ANALYST, OWEN ILLINOIS

“Customers have been very pleased with the live quote process. It eliminates the opaque black-box feeling and long wait times of the previous quote method and they can instantly see what other options do to their pricing. When trust levels goes up, sales levels go up.”



MARK STOVER
MANAGING PARTNER, SILVERPOINT HOMES

“That's another success story of CPQ, the very close alignment with our manufacturer. It is really nice for us to have a seamless relationship as it relates to their products.”



HALEY
GOSIGER AUTOMATION

TRUSTED BY



PHILIPS



Deloitte.





ABOUT ZUORA

zuora

Zuora provides the only SaaS platform that automates all subscription order-to-cash operations in real-time for any business. Companies in any industry can launch new businesses, shift products to subscription, implement new pay-as-you-go pricing and packaging models, gain new insights into subscriber behavior, and disrupt market segments to gain competitive advantage. Zuora serves more than 1,000 companies around the world in a wide range of industries, including Box, Komatsu, Rogers, Schneider Electric, Toshiba, Xplornet and Zendesk.

*** 299

Total Customer References

[VIEW ALL REFERENCES](#)

Featured Testimonials

“One of the amazing things about Zuora is that it really frees me up to be creative and intelligent as we go through our pricing exercises. It really adds value to our customers and to the business.”



JULIE STEAD
VP OF MARKETING, INVOCA

“Replacing the whole pricing and packaging engine with Zuora gives us a lot more flexibility and allows us to test and iterate very rapidly. When you're releasing a new product, you're never quite sure what's going to resonate with the end user. What we're now able to do is create different bundles with different feature groups at different prices. We're able to see how users interact and choose the optimum set of packages to increase conversion and yield.”



DOUG IRELAND
VP OF FINANCE AND CONTROLLER, PREZI

“Zuora's flexibility gives OCTO's partners a simple and agile way to configure new business schemes and new pricing models. Zuora can easily manage multiple currencies and country-specific factors like VAT out of the box. It also integrates well with any tech stack and other business platforms like Tableau and Salesforce.”



EDWIN COLELLA
CHIEF MARKETING OFFICER, OCTO TELEMATICS

“We chose Zuora to expand our market, to help us easily manage all new products, services, prices, and discounts according to our customers' and partners' needs.”



IGOR VALANDRO
CEO, AIR

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2021



FALL 2021

Configure Price
Quote (CPQ)
Software Category

TOP PERFORMERS



70

Total Customer References

VIEW ALL REFERENCES

ABOUT AXONOM



Axonom is a worldwide leader in marrying Visual Configure, Price, Quote (CPQ) software with Virtual Reality (VR) and Augmented Reality (AR) experiences. Established in 2002, the developer of Powertrak 3D Product Configurator and VRoom enables sales, channel partners, and customers around the world to visually build products and design environments, then experience them in virtual reality. Enriched with mobile extendibility, the Powertrak solution suite includes: Standard CPQ, 2D/3D Visual Product Configurator, Virtual Reality Product Configurator, Augmented Reality Product Configurator, and Guided Selling. By delivering more transactions more efficiently through channels at a lower cost, Powertrak helps customers achieve greater profit potential.

Featured Testimonials

“Axonom clearly established themselves as the go-to partner with a flexible and robust quoting solution to solve our business needs. Right from the start, Axonom understood our industry, coached our team on best practices, and had a highly customizable CPQ solution. Axonom proved to be lower in cost and offered maintenance-free hardware and software management by hosting Microsoft Dynamics CRM and Powertrak at NetPRM, its cloud-based hosting environment.”



SAVANNAH CRIDDLE
SALES AND MARKETING COORDINATOR, ARKOS FIELD SERVICES

“This solution will strengthen customer loyalty, enhance existing dealer relationships, and expand our brand into new markets. The combination of delivering first-class products using the finest materials and offering an intuitive configuration, quoting, and ordering solution so simple, compelling, and error-proof, our dealer's adoption rate will be high and customers will enjoy their ordering experience.”



FRANK MELLO
VP SALES AND MARKETING, BULL OUTDOOR PRODUCTS

“Powertrak not only gives us control to create kits and execute sales quotes more efficiently and accurately, but its robustness allows us to apply multiple quotes, that may include multiple product kits, to any given opportunity in Microsoft Dynamics CRM and forecast one or more quotes for pipeline management. This is a powerful benefit as we become less dependent on IT's input and approval for kit configurations, move toward product management and sales independence, and increase the accuracy of our reporting and forecasting.”



KAREN SASAKI
MANAGER OF INFORMATION TECHNOLOGY, SHIMADZU SCIENTIFIC INSTRUMENTS

“We use Powertrak CPQ and Portal to price McDonald's Happy Meal Toys across multiple open pricing books. We're able to streamline the pricing across two vendors and increase the collaboration across three global geographies. What I like about Axonom is their attention to detail, and ability to flex and meet demanding business needs. They have an excellent support and solution leadership team. The solutions team is amazing with multiple ideas to fix an issue. The company provides a single point of contact who helps with every aspect of solution architecture, development, deployment and critical support.”



JOSEPH NEMANI
HAVI

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26

Total Customer References

VIEW ALL REFERENCES

ABOUT CONFIGIT



Configit provides manufacturing companies with the most robust configuration platform in the industry to meet these challenges. They build configuration solutions for manufacturing companies to master the challenges of getting configurable products and services to market faster, and to sell, manufacture, and service them more effectively. Trusted by global Fortune 500 companies for their mission-critical functions, their advanced configuration platform handles the most complex products on the market.

Featured Testimonials

“Right from the time we engaged in a proof of concept and technology selection process, Configit has been extremely responsive and fast in developing solid solutions, even to problems that are not part of the standard offering. Configit has a much more complete portfolio for configuration solutions than any other company we know of.”



RAJAT BHATTACHARYA
IT DIGITAL PRODUCT MANAGEMENT LEADER, ELECTRIFICATION PRODUCT DIVISION, ABB

“The results of implementing this configuration process include; improved quoting efficiency, increased online sales, and reduction of manual tasks for our internal sales organization, while fulfilling our vision of providing a best-in-class user experience for our customers.”



JENS PAULSEN
MANAGING DIRECTOR, NORD DRIVESYSTEMS GROUP

“With Configit’s CPQ for SAP solution, my team and I no longer receive request for quotes and product submittals from reps, which enables us to spend more time on strategic initiatives that will continue to drive TPI’s growth.”



ANTHONY BURTON
VICE PRESIDENT OF MECHANICAL SALES DIVISION, TPI CORPORATION

“With Configit’s Sales Configurator, CNH Industrial’s digital solution creates an effective and profitable selling environment for our dealers’ salesforce, ensuring reliable on-line and off-line interaction with end customers.”



STEFANO FIRENZE
CIO, CNH INDUSTRIAL

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78

Total Customer References

[VIEW ALL REFERENCES](#)

ABOUT CONFIGURE ONE



Create unique configurations, calculate pricing, incorporate production data, send a quote to the customer, and secure an order from a single application. Companies large and small are making Configure One the cornerstone of their digital transformation to deliver value to their customers.

Featured Testimonials

“Before Configure One, it would have been impossible to allow our customers to use the configurator. We only used it internally and even experienced users found it cumbersome. Today, we have fewer configuration errors because our dealers are entering their own data. They are more accountable and review the data before submitting an order. Configure One has definitely streamlined the entire quote-to-order process.”

DAVID NIEHAUS
VICE PRESIDENT, NIEHAUS COMPANIES INC.

“A CPQ system is only part of the overall quote-to-production process, so Configure One’s ability to integrate with other business applications was a key consideration in our decision to select Configure One.”

DOMINICK PAWLIK
PRODUCT LINE & MARKETING COMMUNICATION MANAGER, AEG POWER SOLUTION GROUP

“Configure One has streamlined our quote-to-order process, which has made it much easier for our distributors to configure our products.”

SEAN KALMAN
VICE PRESIDENT, NEXUS VALVE

“Concept integrated with our ERP system has streamlined the entire CPQ process, leading to a reduction in the quote-to-order lead time and improved order accuracy.”

SCOTT ICKES
SENIOR DIRECTOR OF ENGINEERING, WALTCO LIFT CORP

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64

Total Customer References

VIEW ALL REFERENCES

ABOUT CONNECTWISE SELL



ConnectWise Sell is built in the cloud, freeing your quote & proposal process from on-premise limitations. Import Bill of Material docs, collect credit card information, receive customer approvals via e-signature, and update your CRM automatically. ConnectWise Sell is built to increase your quoting volume and wins. They make it easy by walking sales reps through a guided process to create professional quotes and proposals every time.

Featured Testimonials

“We needed a web-based solution that allowed for integration with vendors. ConnectWise Sell provided an easy option to quickly and accurately select products and create professional looking quotes.”



CHRIS DRYNAN
VP OPERATIONS, INTEGRATED MEDIA TECHNOLOGIES, INC

“ConnectWise is an excellent solution for so many things. They offer quoting solutions, a business solution, a remote management and monitoring solution, and you can see where other companies have started to realize: this is necessary, this is needed.”



MICHAEL JOHNSON
NOC MANAGER, VISION COMPUTER SOLUTIONS

“The time it takes from receiving a bill of materials to actually creating the quote has dropped by 50%. We can get a quote out twice as fast now. We've seen a million-dollar increase in revenue over the last year, and ConnectWise Sell is a huge contributing factor to that growth.”



SCOTT FLEMING
CLIENT & VENDOR RELATIONSHIP MANAGER, TRUSTED NETWORK SOLUTIONS

“Putting together a quote is so much faster. I can even go in and create the template, and then the quote becomes an opportunity in Manage, and the agreement ties back over to Automate. We have it all flow in together.”



MICHAEL PAUL
CHIEF TECHNOLOGY OFFICER, INNOVATIVE COMPUTING SYSTEMS

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29

Total Customer References

[VIEW ALL REFERENCES](#)

ABOUT DEALHUB



DealHub's Sales Engagement Platform is a digital work hub for Sales - it is a unified platform that delivers consistent sales engagements at every step of the sales and prospecting processes. DealHub (formerly Valooto) enables Sales reps and buyers to meet, engage and collaborate online on relevant, personalized and dynamic content, while gaining real time insights on buyer engagement and disposition. DealHub.io is trusted by the fastest growing technology companies, including ThoughtSpot, SalesLoft, Sisense, Looker, Clicktale, Tipalti, Dynamic Yield, INFINIDAT, Rubrik, Kaminariio and AlgoSec.

Featured Testimonials

“DealHub has been an absolute game changer for our company. Our proposals and quotes look better, make sense to our clients, and are more accurate than before.”



RYAN MCDERMOTT
DIRECTOR SALES OPERATIONS, APPGATE

“DealHub allows our Sales teams to work faster and close more deals. We generate proposals and agreements in minutes. Approvals are also a breeze and all the deal activity is synced directly to the Opportunity in Salesforce.”



KATIE TRUJILLO
PROJECT MANAGER, AGILITY RECOVERY SOLUTIONS

“DealHub is easy to use, super flexible and easy to configure. DealHub helped us streamline our configurations, approval processes and quote generation. The team is very responsive to customer requirements and needs.”



ORI HIRSH
CRM MANAGER, INFINIDAT

“DealHub CPQ is very configurable and easy to use. I update the system weekly to adjust pricing and configuration options to our buyers' changing needs and the economy around us.”



JACK GROTE
CHIEF OPERATING OFFICER, GROTE

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18

Total Customer References

VIEW ALL REFERENCES

ABOUT FPX



FPX helps some of the world's leading and most innovative organizations realize their full business potential. Its Configure-Price-Quote (CPQ) application gives businesses the resources to deliver a better B2B buying and selling experience across direct, indirect and ecommerce channels. Powerful enough to handle any level of complexity, nimble enough to advance your commerce strategy, and simple enough to seamlessly extend and enhance the capabilities of direct and indirect sales, FPX CPQ is integral to facilitating a successful B2B Digital Transformation for Fortune 500 manufacturers including Honeywell and Dover Corporation. For more information, visit <http://www.fpx.com>.

Featured Testimonials

“We run our business on CPQ. FPX CPQ is feature rich, 100% accurate, and stable.”



DEBBIE PINKSTON
VICE PRESIDENT GLOBAL SALES, HITACHI DATA SYSTEMS

“FPX implemented a solution which seamlessly integrates mandatory processes with our FPX CPQ application and our CRM system. Immediately, the accuracy of our on-demand sales quotes improved dramatically.”



COREY BISCHOFF
INTERACTIVE INTELLIGENCE

“Prior to FPX, we had sales reps quoting in various systems. Now there's just one tool they use to sell and quote. And the tool itself is very easy to use. We sell approximately \$700 million annually, and the bulk of that is driven out of the FPX quoting tool. But the thing I like best about the FPX solution is that it allows our sales reps to just focus on selling.”



PRODUCT MANAGER
MOODY'S ANALYTICS

“Our former configurator package used a third party selector to select the pump and generate curves. These functions were completed externally and then brought back into their platform to configure, price and quote. With Intelliquip, it's all there, all the engineering data and functions, all easy to maintain and designed specifically for our industry. Intelliquip even custom-built some extra functionality to handle our expellers — a special product for us — and it works great.”



MARK SCOTT
SALES AND MARKETING ASSISTANT, A.R. WILFLEY & SONS, INC.

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Total Customer References

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ABOUT QUOTEWERKS



QuoteWerks was developed to facilitate the processing of quotes in a wide variety of industries. QuoteWerks allows them to easily and efficiently control the quoting process starting with the creation of the quote, followed by the ordering of the items, and ending with the invoicing of the sale.

Featured Testimonials

“ We have been using QuoteWerks for about 2 years now. It is a great product. We use it for standard quotes and [also for] proposal generation. Very easy to use system and the support is great when we have questions. We can generate quotes faster than ever and we utilize the QuoteValet system to get clients to accept the quotes faster - more sales with less work sounds like a great deal to me. ”

LARRY SCHWARTZ
MIDNIGHT BLUE TECHNOLOGY SERVICES

“ We especially like the ability to merge our various Cover Pages, Literature, and Spec sheets on the fly with the Quote into a single unified document. We are now completing our standard quote templates, our bundles, and configurations. We are running it live and producing quotes and proposals that are more professional, more accurate and far faster than ever before. We are actually looking at quoting as FUN rather than a labor. ”

ROBERT AUBRY
VICE PRESIDENT, MAIN STREET SOFTWARE, INC.

“ The single huge benefit that we did not expect was the ability of QuoteWerks to carry the projects onward to the order and invoice stage. We were expecting the quoting capability but we are using it to follow the projects, using about 15 different status designations, right through to the invoice stage. Once invoiced by our accounting program, we note the invoice # on the document, lock the record and the rest of the company still has access to the details of the transaction indefinitely. ”

JOE MURPHY
PRESIDENT, FIREBALL EQUIPMENT, LTD.

“ We have been using QuoteWerks for many years now and have found it an essential part of our business. It saves us a lot of time and gives us one location to organize all of our product pricing information. We work with over 30 different product vendors and QuoteWerks makes it easy to provide timely quotes to our customers. We have integrated QuoteWerks with our Goldmine Contact Database and our QuickBooks financial software. This saves us hours each day and helps us maintain a consistent flow of information across all aspects of our business. ”

DAVE THEURER
INTERMOUNTAIN ENVIRONMENTAL, INC.

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16

Total Customer References

VIEW ALL REFERENCES

ABOUT GLEANQUOTE

GleanQuote

GleanView is the only account based solution that combines CRM, marketing automation and advanced analytics into one unified platform. Sales, marketing and service teams are all aligned around a common account view from lead to repeat customer. This alignment drives operational efficiencies in customer facing teams, resulting in both increased sales and increased customer retention.

Featured Testimonials

“Our sales reps can now build accurate multipage, complex quotes and proposals in half the time it used to take. And the web-based proposals with E-sign means no more print/sign/scan hassle for our customers.”



WHITNEY ARETZ
BYO RECREATION

“GleanView allows everyone in our company, from our Estimating Team, to Marketing, to our independent Sales Team, and everyone in-between, to be on the same page 24/7/365 with where a potential customer is in our sales pipeline. We can work them through the sales funnel by segmenting them into drip marketing campaigns based on their interests. We are just scratching the surface of what GleanView can help us achieve and we are excited for what the future holds.”



KRISTY HEMBROOK
MARKETING MANAGER, JORGENSEN CONVEYORS, INC

“As a small business, it is so important for us to maintain communication with our current clients and also continually be reaching out to potential new clients. Gleanview allows us to do just that. All of our users can easily go to the dashboard to see an overview of our accounts, sales and opportunities. Our sales team can track communication and appointments with their clients quickly and the management team can view the progression of the account. We can customize reports as needed, which we use in various elements of our business, from tracking where our best leads come from, to ensuring that we keep in contact former clients.”



CARISSA QUINTEROS
OFFICE MANAGER, ADVANCED FURNITURE SOLUTIONS

“Each customer base requires a different type of pricing and information needed. We love how GleanQuote provides a database for pertinent information (links, images, product information, base pricing, etc.). Then, using the drag-and-drop layouts, price list calculations, and template creation, we can change what we need per-quote and per-customer. The ease of usage has also blown me away. Many of our team members are constantly on the road, so having a program that is 1) cloud-based, 2) mobile-friendly, and 3) user-intuitive makes GleanQuote a huge win for us.”



KATHERYN LEE
WESTERN LIGHTING

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Total Customer References

VIEW ALL REFERENCES

ABOUT KBMAX



KBMax is revolutionizing the CPQ & E-Commerce market with their fast, responsive, and interactive 3D UI. Customers and sales users can configure simple or complex products on any device. They can then price and quote the configuration with one click. KBMax's platform includes a full-featured rules language, 3D visualization, smart pricing, a workflow engine, CAD automation, and out-of-the-box integrations with CRM, ERP and CAD systems. These features combine to create a seamless and powerful B2B2C solution.

Featured Testimonials

“KBMax's 3D Configurator can be manipulated smoothly to let your customer view your product from any angle, add options and place them where they like. Rules can be created behind the scenes to make sure that the configuration is valid, putting the power in their hands, but not allowing them to put something together that can't be produced by your manufacturing team.”



LOGAN FRETWELL
SENIOR PRODUCT MANAGER, ENTERPRISE APPLICATIONS, TUFF SHED

“We thoroughly evaluated multiple vendors in the CPQ space and chose KBMax. Its robust configurator, best-in-class visualization, and enterprise flexibility were major factors in our selection.”



SCOTT STUDER
SENIOR DIRECTOR OF GLOBAL CUSTOMER OPERATIONS, NI

“Our robust CPQ solution empowers our sales and dealers to showcase and easily configure our wide range of products.”



RICARDO QUIROZ
IT BUSINESS CPQ ADMINISTRATOR, ALW

“We thoroughly evaluated multiple vendors in the CPQ space and chose to partner with KBMax to transform our selling process with their visual, maintainable and robust configurator.”



JONATHON POP
DIRECTOR OF TECHNOLOGY, XENITH

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ABOUT VERENIA



Verenia is one of the fastest-growing enterprise software companies in the world. With over 250,000 users worldwide, they have helped process billions of dollars of customers quotes and orders with software that streamlines your company's quoting and ordering into fast, flexible and focused solutions. That's why Verenia works hard to provide everything your organization needs in a successful eCommerce platform that can evolve with your business. They help companies stay relevant in a rapidly changing technology landscape where companies need to stay agile with their systems and processes to be more effective and more competitive. Not only does Verenia help them do just that, but they also lead the industry in support and customer service.

16

Total Customer References

[VIEW ALL REFERENCES](#)

Featured Testimonials

“This product is by far the easiest Configurator that I have worked with. With almost no instruction you can easily go in and get right to work. This program is a great addition to our software. I look forward to using your product for many years to come.”



MELANIE HOLLAND
CONTRACT ADMINISTRATOR & CUSTOMER SERVICE, SOUNDOFF SIGNAL

“We have had various CPQ systems over the years and we are here to stay. Easy to use. Developers are brilliant and the best customer service.”



CRAIG FREEDMAN
PRESIDENT, FREEDMAN SEATING COMPANY

“This program was designed specific to our needs to help provide quotes to our customers in a timely manner. This product has saved us so much time and effort and truly increased our efficiency and productivity.”



JESSICA MENDOZA
PROJECT MANAGER, FREEDMAN SEATING COMPANY

“We went with Verenia because we wanted a solution that was easy to implement and provided a UX that was modern and familiar to our customer facing sales and service people. Verenia CPQ was an easy choice and working with the Verenia team has been amazing. The team has worked hard to understand our business and empowered our team by building a solution that will dynamically use the core data already within our catalog. I couldn't have imagined a better deployment.”



STEVE CAYTON
DIRECTOR OF SALES AND MARKETING TECHNOLOGY, MOBILE COMMUNICATIONS AMERICA

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Total Customer References

VIEW ALL REFERENCES

ABOUT XAIT



X A I T

The X factor for winning bids and proposals - We help our clients win business by supporting their sales enablement efforts from quote to contract! Xait is the company behind XaitPorter and XaitCPQ. XaitPorter is a collaborative document production solution that enables several contributors to work on the same document at the same time. This allows management to keep control of the process from day one. XaitPorter automatically takes care of the formatting, layout and numbering according to your guidelines leaving you and your team to focus on the most important part of the document – the content. A typical area of use is bids & proposals, where contributors work together and need to collaborate in order to prepare a bid in a short timeframe. XaitCPQ help organizations with complex pricing options, maximize revenue and drive cost from their sales process. We do this ...

Featured Testimonials

“XaitCPQ is extremely flexible. We are now looking at smarter ways to use the system across other areas of our growing business to deliver further benefits. It is a core component of our vision to expand the sales channel strategy with eCommerce websites and self-service portals that enable key customers to place orders faster.”



MARY OLBRIC
SALES OPERATIONS REPORTING ANALYST, PAR

“We now have complete control over our CPQ system and can change the functionality ourselves in just minutes - with the security of the experts at XaitCPQ on call if we need them.”



DAWN HUNT
HAGIE

“Quoting most items in XaitCPQ is completely automatic. For the users all they have to do is choose from a list of drop-down options, and XaitCPQ calculates everything for them. It’s instantaneous.”



JOHN BAXTER
OPERATIONS MANAGER, ENGLISH HERITAGE BUILDINGS

“With a track record of successful deployments, XaitCPQ’s experienced project team gave us high levels of confidence that the installed system would integrate effectively with our legacy systems and meet all our business expectations. It is so easy to use and gives us greater control over the way that customers can interact with our ecommerce website as well as how we collaborate with our installers.”



LEE CONLIN
IT TEAM MANAGER, YALE DOOR

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ABOUT CAMOS

camos.

camos relies on strong partners in the areas of technology, implementation and strategy. camos owes its success to the company's employees, who now number more than 100. camos' management ensures that all employees have what they need to perform at their best, and that the work of every individual is optimally coordinated.

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Total Customer References

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Featured Testimonials

“The mobile product configuration solution from camos saves us a great deal of time overall and customers receive their quotation considerably faster than was previously the case.”



ANDRE TORKE
HEAD OF SALES TOOLS & SALES TECHNOLOGY, DMG MORI

“Following introduction of the CPQ solution, efficiency within the entire sales process has rapidly increased, as has transparency. Moreover, new employees are now very quickly able to provide customers with excellent service as the requisite know-how is readily available within the system.”



JOACHIM BREMER
TECHNICAL SERVICES MANAGER, REIFENHÄUSER

“We decided on camos because the CPQ solution already covers a large number of our requirements in the standard. For example, automated approval processes, auditability and the tracking of configurations and calculations.”



SEBASTIAN APPEL
PROCESS ENGINEER AND HEAD OF THE CPQ PROJECT, NKT

“Thanks to the camos software, new sales colleagues are quickly in a position to generate quotations. This is a decisive factor in terms of our growth trajectory.”



JOSEF RASCHHOFER
HEAD OF IT AND SUPPLY CHAIN MANAGEMENT, B&R

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