



# Configure Price Quote (CPQ) Software Category

FALL 2022  
Customer Success Report





## Configure Price Quote (CPQ) Software Category

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.

Rather than plucking a figure based on simple mathematics or past experience, CPQ technology enables you to produce an accurate price quote to help you manage the pricing of your products. It can even look into special offers by your competitors to see how this should affect your quote 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.

# 2022 Customer Success Awards

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



\* Companies listed in alphabetical order



**2022**

**CONFIGURE  
PRICE QUOTE  
(CPQ) SOFTWARE**

**MARKET LEADER**





## 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.

**36**

TOTAL CUSTOMER REFERENCES

**VIEW ALL REFERENCES**

## 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

“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

“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

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## 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...

99

TOTAL CUSTOMER REFERENCES

[VIEW ALL REFERENCES](#)

## FEATURED TESTIMONIALS

“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

“We picked CloudSense due to its ability to meet our current and future use cases, its configurability, as well as the commitments from the CloudSense team to deliver strong implementation and support resources.”

FAWAD RIZWI  
GROUP PRODUCT MANAGER, COMPASS

“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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## 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...

**327**

TOTAL CUSTOMER REFERENCES

**VIEW ALL  
REFERENCES**

## FEATURED TESTIMONIALS

“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

“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

“What gets me most excited about the Conga CPQ solution is the possibility of having a system that works intuitively, effortlessly, without a high degree of support and maintenance.”

ROD BEAUPRIE  
DIRECTOR OF INFORMATION SERVICES, ROSS VIDEO

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**SONY**





## 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.

**142**

TOTAL CUSTOMER REFERENCES

**VIEW ALL  
REFERENCES**

## FEATURED TESTIMONIALS

“Experlogix CPQ has provided real value to our organization. It allows us to customize furniture like never before, and as a result we’ve been able to add more options and variations to our current product offerings.”

BRYAN HAMMAN  
COST ACCOUNTING DEPARTMENT, NORWALK  
FURNITURE

“Experlogix CPQ blew away the other two competitors during the demos. And we were immediately impressed at the professionalism of the Experlogix team members and the flexibility that Experlogix CPQ offered.”

PAUL GILL  
IT PROJECT MANAGER, KWIK LOK 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

“With Experlogix, quotes can be created six times faster. Previously, one quote would take thirty minutes or more to create. Now, I can create six quotes in thirty minutes.”

KEITH GRILLOT  
SALES MANAGER, ANCA

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TERADATA



**ThermoFisher**  
SCIENTIFIC



## 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.

**76**

TOTAL CUSTOMER REFERENCES

**VIEW ALL  
REFERENCES**

## FEATURED TESTIMONIALS

“Oracle Configure, Price, and Quote Cloud streamlines the entire opportunity-to-quote-to-order process, including product selection, configuration, pricing, quoting, ordering, and approval workflows. This ultimately enables us to deliver a superior customer experience through all channels.”

ANGELA DRIVER  
DIRECTOR, BUSINESS SYSTEMS AND SERVICES, TRIMBLE  
NAVIGATION, LTD

“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 KREIS  
MANAGER, SALES SYSTEMS, SUNQUEST INFORMATION  
SYSTEMS, INC

“With Oracle Configure, Price, and Quote Cloud in place across our global operations, we have streamlined the entire quote-to-order process. The flexible and scalable cloud tool enables us to deliver a superior customer experience and supports our rapidly growing business for the long haul.”

FRANCIS BEIRING  
CPQ PROGRAM MANAGER, SCHENCK PROCESS LLC

“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

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**Panasonic**





## 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](http://www.pros.com).

**182**

TOTAL CUSTOMER REFERENCES

**VIEW ALL  
REFERENCES**

## FEATURED TESTIMONIALS

“PROS capability to work on different platforms, PROS unique ability to tie the entire cycle of different pricing methods together. The ability to not only do the analytics, but then turn that into real-time insights and even force that into the CPQ process. There're very few people who can do all of those pieces and do it in a multi-platform environment, and that's where PROS really stood out.”

MICHAEL MACRIE  
SVP AND CIO, LAND O'LAKES

“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 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

“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.

**21**

TOTAL CUSTOMER REFERENCES

**VIEW ALL  
REFERENCES**

## FEATURED TESTIMONIALS

*“We need our sales team to be providing solutions to customers rather than being consumed by data entry tasks. Having a system that supports that is key.”*

KRISTA GRAY  
SENIOR MANAGER, CUSTOMER EXPERIENCE, FIREEYE

*“Since implementing Salesforce CPQ, we’ve had a 73% reduction in time-to-quote.”*

CHRIS CATE  
CHIEF EXECUTIVE OFFICER, VALPAK

*“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

*“CPQ helps us serve our customers better while improving the way we work as a team.”*

ULI ZOOTA  
GLOBAL HEAD OF STRATEGIC PRICING, ALCON

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## 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,...

**46**

TOTAL CUSTOMER REFERENCES

**VIEW ALL  
REFERENCES**

## FEATURED TESTIMONIALS

“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

“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.”

JAN NILLSON  
SENIOR ENGINEER PROCESS AND IT DEVELOPMENT,  
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

“With CPQ our sales teams could interpret the needs of the customer and quickly identify which solutions within our entire product line best met those needs.”

ANDERS TOP HAUSTRUP  
CHIEF EXECUTIVE OFFICER, PLUS PACK

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## 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...

**85**

TOTAL CUSTOMER REFERENCES

**VIEW ALL REFERENCES**

## FEATURED TESTIMONIALS

“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.”

VINCENZZO PELLEGRINO  
STRATEGIC PRICING ANALYST, OWEN ILLINOIS

“The best thing about Profit Analyzer is the ease of use. Predefined charts can be used quickly to build the dashboard. We are collecting a lot of data about sales and customer behavior through the use of the Price Optimization Manager. Profit Analyzer helps us turn data into actionable insights.”

MIROSLAV KELLO  
PRICING ARCHITECT, DELL

“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

“A comprehensive pricing platform, Vendavo is focused on creating an integrated, automated (ML/AI), and comprehensive pricing platform for B2B industries with products focused on key pricing use cases (optimization, management, sales guidance, CPQ, price/profit analytics).”

MARK THOMASON  
IDC

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## ABOUT 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.

**315**

TOTAL CUSTOMER REFERENCES

**VIEW ALL  
REFERENCES**

## FEATURED TESTIMONIALS

*“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 because we really needed a billing solution and a platform that would allow us to price differently, and acquire companies and grow without needing to worry about billing.”*

NICK NELSON  
CHIEF STRATEGY OFFICER, STACKPATH

*“Zuora gives us the ability to experiment and learn our way into finding the optimal place for the product in terms of pricing and value prop positioning.”*

ETHAN KAPLAN  
GENERAL MANAGER, FENDER

*“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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**TOP PERFORMER**





## ABOUT AXONOM



Axonom, part of Revalize Software, develops and designs cloud-based quoting, ordering, and product configuration solutions for the high-tech, manufacturing, and services industries. Axonom is a worldwide leader in marrying visual product configurator software with virtual reality (VR) and augmented reality (AR) experiences. Together, Powertrak 3D Product Configurator and Powertrak Virtual Reality enable sales, channel partners, and customers around the world to visually build products and design environments, then experience it in virtual reality. Enriched with mobile extendibility, the "Build It, Buy It" solution suite includes: Customer...

**72**

TOTAL CUSTOMER REFERENCES

**VIEW ALL  
REFERENCES**

## FEATURED TESTIMONIALS

“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

“After careful consideration, we selected Powertrak CPQ and Portal based on the solution strength, team expertise, and project approach and cost.”

MICHAEL PALUMBO  
DIRECTOR IT GLOBAL APPLICATIONS SUPPORT AND DEVELOPMENT, WALLENIUS WILHELMSSEN LOGISTICS (WWL)

“We now have a user-friendly and visually-driven design, quote, and checkout solution available on our website for anyone interested in custom designing particular mailboxes.”

MARK EU  
MAILBOXES.COM

“Powertrak is the most tightly integrated, interactive, and visually-driven CPQ solution we've found.”

SAM SOPER  
INFORMATION OFFICER, DYNAMIC FITNESS & STRENGTH

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ABOUT CONFIGIT

# 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...

29

TOTAL CUSTOMER REFERENCES

[VIEW ALL REFERENCES](#)

## 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 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

“Configit allowed us to satisfy market requirements by streamlining and simplifying a large number of processes, and eliminating duplicate data management.”

HENNING LOBB-RABE  
LINDE HYDRAULICS

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## ABOUT CONFIGURE ONE



Founded in 2000, Configure One is a privately-held CPQ (configure, price, & quote) software company headquartered in Oak Brook, Illinois. Our European operation, Configure One Europe, LTD., is located in Essex County, near London. Configure One is known as a world leader in configurator and CPQ software. We've built our company on the principals of creating web-based product configurator software that is simple to use, yet powerful enough to offer flexibility in today's complex sales and manufacturing environments. Our goal is to provide our customers with a competitive advantage in their...

**78**

TOTAL CUSTOMER REFERENCES

**VIEW ALL  
REFERENCES**

## 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 increased sales and removed bottlenecks by allowing our users from more than 40 different countries to create quotes & drawings 24/7.”

BRAD CARLSON  
CHANNEL SERVICES & SOLUTIONS, EMERSON ELECTRIC  
CO.

“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

### TRUSTED BY





## ABOUT CONNECTWISE SELL



ConnectWise is the world's leading software company dedicated to the success of IT solution providers (TSPs) through unmatched software, services, community, and marketplace of integrations. ConnectWise offers an innovative, integrated, and security-centric platform—Asio™—which provides unmatched flexibility that fuels profitable, long-term growth for partners. ConnectWise enables TSPs to drive business efficiency with automation, IT documentation, and data management capabilities and increase revenue with remote monitoring, cybersecurity, and backup and disaster recovery technologies. For more information,...

**64**

TOTAL CUSTOMER REFERENCES

**VIEW ALL REFERENCES**

## FEATURED TESTIMONIALS

“ConnectWise products give our entire business a single operational platform. Our help desk, projects, purchasing inventory, configuration, inventory tracking, purchasing, warranty renewals, billing, and finance capabilities all live in one place.”

JEFF HASENAUER  
VICE PRESIDENT OF TECHNOLOGY, INTELICOM CONSULTING

“ConnectWise Sell has been a game changer for us. I’m almost embarrassed to talk about how we did it before ConnectWise Sell. It has allowed us to automate so many functions within the quoting and the pricing and the sale of the things that we offer to our clients.”

CHAD PAALMAN  
CHIEF EXECUTIVE OFFICER, NUWAVE TECHNOLOGY PARTNERS

“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

“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

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## 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, Kaminario and...

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TOTAL CUSTOMER REFERENCES

[VIEW ALL REFERENCES](#)

## FEATURED TESTIMONIALS

“Enforcing best sales practices through DealHub CPQ is priceless. We have elevated the buyer’s experience through earlier sales engagement, a quicker approval process, and accurate order forms.”

SARO ZARGARIAN  
SENIOR DIRECTOR OF GTM OPERATIONS, BLUESHIFT

“DealHub is the best CPQ for scaling companies. I can administer it myself, our Sales team now has more time to sell, and most importantly our Average Deal Size increased by 15% within months of implementation.”

ALEX MILLER  
DIRECTOR OF REVENUE OPERATIONS, SENDOSO

“DealHub has a seamless fully digital high value CPQ workflow that protects the integrity of your data, allowing you to scale both your sales organization and your analytics.”

ULISES GONZALEZ  
FP&A & REVENUE OPERATIONS, ASURE

“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

### TRUSTED BY





ABOUT FPX



FPX Selling Cloud is purpose-built for manufacturers with specialized, vertical-specific selling requirements, helping them win more, win faster and win profitably.

18

TOTAL CUSTOMER REFERENCES

[VIEW ALL REFERENCES](#)

FEATURED TESTIMONIALS

“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

“They can be configured by the part, or they can be configured by the solution, and they all interact with each other in very complex ways. This is the reason we went looking for a system that could simplify the process. We needed to put this solution in the sales team’s hand.”

DARRIN WHITNEY  
CHIEF INFORMATION OFFICER, GENBAND

“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

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

DEBBIE PINKSTON  
VICE PRESIDENT GLOBAL SALES, HITACHI DATA SYSTEMS





ABOUT QUOTEWERKS

# 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.

**85**

TOTAL CUSTOMER REFERENCES

**VIEW ALL REFERENCES**

## FEATURED TESTIMONIALS

“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 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

“[QuoteWerks] has cut down my quoting time in half, and I am always sure that I have never forgotten to include all the necessary parts. It is the best money I have spent in the automation of my small business.”

CARLOS FEATHERSTON  
CONSULTANT, CF CONSULTING LTD.

“Only by active planning and continual effort to exploit its capabilities, can we ensure that CRM software will be a strategic, competitive advantage for our company.”

DAVID JUNG  
MARKETING MANAGER, ESPEC NORTH AMERICA

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**2022**

**CONFIGURE  
PRICE QUOTE  
(CPQ) SOFTWARE**

**RISING STAR**





## ABOUT 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.

**40**

TOTAL CUSTOMER REFERENCES

**VIEW ALL  
REFERENCES**

## FEATURED TESTIMONIALS

*“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

*“We were looking for an efficient system capable of mapping the entire sales process and significantly accelerating quotation generation. camos came up with the perfect solution.”*

ANN-KRISTIN KALTEFLEITER-JÜRGENS  
HEAD OF MACHINE SHOP SALES MANAGEMENT, HAVER  
& BOECKER

*“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

*“camos CPQ has made our quote process more efficient in the long term too, as one-off special solutions and their components can be permanently adopted into the portfolio.”*

DENIS WAGNER  
CONFIGURATION TOOLS TEAM LEADER, SIEMENS

## TRUSTED BY

**SIEMENS**

**ARBURG**

**KONE**

**HÖRMANN**  
Tore • Türen • Zargen • Antriebe

**ABB**



## ABOUT 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.

**20**

TOTAL CUSTOMER REFERENCES

**VIEW ALL  
REFERENCES**

## FEATURED TESTIMONIALS

“There is nothing I don't love about GleanView! From the get-go, the support I received was phenomenal. Always ready and willing to hop on a call and help with the initial import and residual questions. The system itself is also perfect for what my company needs. We're a small family-owned business that has been growing tremendously, and with it so has our customer base. Prior to GleanView, we used a Google spreadsheet to maintain all our leads, but recently reached a point when that was no longer...”

HEIDI BARKER  
DIRECTOR OF MARKETING, RUNYON

“We are so happy with the GleanQuote system. Getting lift quotations previously was time-consuming, messy, and inaccurate until we found the solution, which works with our current CRM. GleanQuote allows us to take quotes to the next level by adding photos, customized pricing, and direct email delivery and may be sent straight to the client's inbox for e-signing and reposting back to us! A simple and effective platform that has allowed our sales team to spend more time...”

CHRISTIAN SANBY  
SALES MANAGER, DIRECT LIFTS AUSTRALIA

“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...”

KATHERYN LEE  
WESTERN LIGHTING

“With GleanQuote we are able to separate quotes by product category and integrate them with HubSpot CRM correctly including discounts and line item changes. Before GleanQuote, we were creating reports in word documents that were then transferred to many different leaders in the company for the various rates. Our biggest challenge was that quotes were taking a long time based on the process. GleanQuote was able to help...”

KASIE DAILEY  
MARKETING OPERATIONS MANAGER, VERTE

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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...

**16**

TOTAL CUSTOMER REFERENCES

**VIEW ALL  
REFERENCES**

## FEATURED TESTIMONIALS

“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

“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

“A configurator developed by people, who know what a configurator should do. With a bottom to top approach to configuration that allows you to accomplish anything you want in the simplest way possible.”

ERIC Y  
KZRV

“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

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## ABOUT XAIT



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...

**68**

TOTAL CUSTOMER REFERENCES

[VIEW ALL REFERENCES](#)

## FEATURED TESTIMONIALS

“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

“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

“XaitCPQ has enabled us to reduce the time taken to prepare accurate quotations by more than 50%, and virtually eliminate errors on entry of configured products to our ERP system.”

PAUL TILBURY  
SENIOR PROJECT MANAGER, EURO THERM BY SCHNEIDER ELECTRIC

“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

Schlumberger



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**Honeywell**  
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**HAGIE**

