

## How To Tell If Your Business Needs CPQ

### Your Checklist

#### Problem:

Does training a new sales rep take longer than 1 day?



Can you provide your customers and salespeople with an eCommerce experience like Amazon?



Can your customers, dealers and sales reps work anytime, anywhere and on any device?



Do you sell complex products that require customized pricing and specific rules?



#### Benefit:

CPQ will make you never train a sales rep again. With advanced pricing and validation and no part numbers to remember, your newest seller will get the quote right 100% of the time on Day 1. Goodbye sales training!

With guided selling, your CPQ platform will allow both your customers and sellers to enjoy the Amazon-like experience they are used to.

Omnichannel CPQ allows all channels to be on the same platform. No need for different solutions and maintenance. Sellers use the same system on a tablet in-store and quote 100% right on the spot.

CPQ configures all types of products. From standard to even the most complex products, centralized pricing and rules available in real-time make it simple.

Does a quote for a customer take days for a sales rep to prepare and sometimes result in lost sales?



CPQ arms your sales staff with accurate, comprehensive quotes on the spot. Don't give the competition a chance to grab a customer who's ready to buy.

Do your reps leave money on the table by neglecting opportunities to upsell and/or cross-sell?



CPQ real time quotes allow sales reps to concentrate on understanding customers' comprehensive needs and focus on upselling and or cross-selling to better serve them.

Does a quote involve the resources of more employees other than the sales rep?



Salespeople who are equipped with all of the information they need to provide customers with an accurate, timely, and intelligent quote free up "expert" staff.

Are quoting errors common due to product that is unavailable, incorrectly priced, or out of date?



CPQ provides your sales reps with data on even the most complex, and constantly changing catalog. Even your best reps can't be expected to know everything all the time.

Are your salespeople protecting your brand, or putting it at risk with inaccurate or incomplete quotes?



CPQ can ensure that your brand is represented consistently, across the board when everyone is working from the same information source. Reliability ensures repeat business.

Are opportunities missed when service contracts expire or products age out and should be replaced or updated?



CPQ automatically alerts sales reps to expiring service contracts, product updates and relevant new product rollouts. Maintaining long-term satisfied customers is key to a healthy business.

To learn more about Verenia visit us at [SuiteApp.com](http://SuiteApp.com) or contact your NetSuite sales representative.

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CPQ for NetSuite