

Bridge the Gap from Opportunity to Order with WebSource CPQ for AppExchange

Webcom, Inc. provides software solutions that bridge the gap from opportunity to order and simplify the quote-to-order process for the selling of products and services. Requiring only a browser, WebSource CPQ allows customers to **configure, price, quote, propose and order** their offerings across multiple sales and distribution channels, **anytime, anywhere.**



The benefits are many:

- Automate, simplify, accelerate
- Speed "time-to-revenue"
- Improve customer satisfaction
- Assimilate acquisitions and launch new products with minimal training ensure speed, accuracy, consistency of quotes and proposals
- Handle any sales channel configuration
- Reduce order and pricing errors
- Enhance perfect order performance

What you will see:

- Single point of entry for creating and managing all sales opportunities for existing or prospective clients
- Handle simple quotes and complex configurations
- Configure, price, quote and propose at the opportunity level
- Seamless transfer of data between Salesforce and WebSource CPQ
- Comprehensive, flexible mappings of accounts, pricebooks, opportunity stages
- Generate documents (quotes, proposals) in MS Word or PDF format and attach the document to the opportunity
- Multiple quotes per opportunity
- Flexible opportunity assignment
- Track quotation and stage history to the opportunity
- Address multi-currency and multi-language requirements
- Advanced approval processing and revision tracking
- Access from anywhere, anytime
- Full asset lifecycle management
- Real-time administration function