

for Salesforce® CPQ

e-Con



DISCOVER

“Why, Hello e-Con!”

e-Con for Salesforce CPQ helps agents sell more and faster while making it easier to develop and maintain complex models.

500+
Customers

30+
countries

+15

years of development

Adept at handling multiple levels of dependency, rules, data lookup, and calculation, e-Con thrives under the most demanding conditions. This allows any company to simplify CPQ processes for all products and services – no matter how complex.

GUIDED SELLING

Extend Salesforce CPQ **Guided Selling** to Configure the Most Complex Products and Services

A more powerful, lightweight configuration engine wouldn't operate at peak performance without a dashboard to match.



Make deeper connections with declarative rules engine

The e-Con configuration engine operates at high speed without breaking a sweat. The engine supports any level of complexity that a human could understand, and much deeper than that.



No more compromises! No more governor limits!

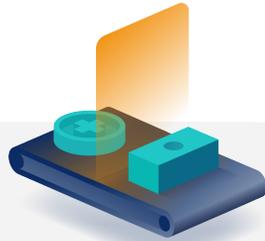
Sales agents can fill out e-Con questionnaires in any order they want: top-to-bottom, bottom-to-top, or inside-out. This allows agents to work in an efficient way without running into the governor limits.



Powerful error correction tools

Designed for highly complex orders, e-Con helps users to complete forms quickly and correctly. The tool proactively shows a list of missing fields, complete with tooltips and direct links. This helps agents quickly finish insanely complex quotes very quickly.

GUIDED SELLING



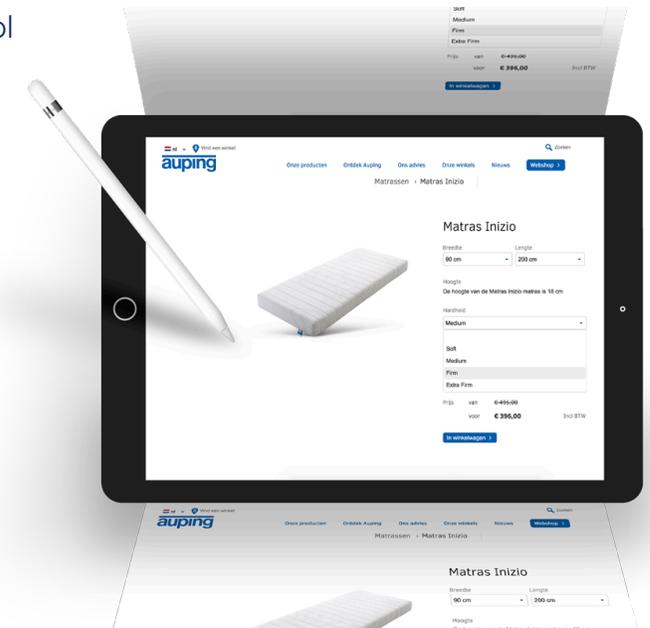
What-if functionality

Complex quoting can be like a game. Users want to see how much a given feature would impact the price, or maybe they can't have everything they want, and they need to explore different combinations before choosing. e-Con provides insight into the impact each change will have on the rest of the order to keep the process quick and engaging.

More Robust User Interface

Enjoy a complete list of input types for 100% control of configuration, pricing, discounting and quoting.

- text
- check box
- combo box
- radio buttons
- custom buttons
- calendar
- calculator
- rich text editor
- likert scale
- zoom window



GUIDED SELLING

Visualization: Real-time Rendering and More

When you're working with many different parts and pieces in your order, it can be important to stay in touch with the "big picture." e-Con supports static pictures, 2D and 3D rendering or even virtual/augmented reality of the active order, adding all parts and pieces to the image as you develop the quote. This makes the quoting process more engaging and precise.

DOOR DEMO MODEL

e-Con SOLUTIONS

DOOR	GLAZING	ACCESSORIES	PRICE OVERVIEW						
CONFIGURE THE DOOR				IMAGE					
WHICH UNIT OF MEASURE DO YOU WANT TO USE?				UNIT PRICE					
Decimal (mm) <input type="radio"/> Fractional (Inches) <input checked="" type="radio"/>									
DOOR MODEL: Model Spain									
SIZES Standard <input checked="" type="radio"/> Special <input type="radio"/>									
LENGTH									
WIDTH 34.1"									
WOOD OR COATED? Wood <input checked="" type="radio"/> Coated <input type="radio"/>									
WOOD Oak type 3									
HANDLE Left <input checked="" type="radio"/> Right <input type="radio"/>									
! Remaining invalid fields: 3									
				UNIT COST		UNIT PRICE		MARGIN	
				\$79.00		\$159.00		0.50314465408805	



DATA MODEL

Extend Salesforce CPQ **Data Model** to Manage and Maintain Complex Configurations

Ungainly deal structures require elegant tools that can keep life simple for everyone.



Direct Access to Data with Meta data driven integration

e-Con relies on metadata to read and write to/from any entity in Salesforce out-of-the-box. The e-Con plug-in also facilitates integration with additional data sources like CAD or ERP, even vendor web services or any external nonstandard databases. This can be important for businesses who need to tie disparate data streams into the sale.



Immediate Model Testing and Validation

The possibility to setup and test rules without a new package makes implementations easier and less time consuming. e-Con Studio comes standard with testing tools that allow you to validate new models in seconds.

DATA MODEL

Rapid Model Development

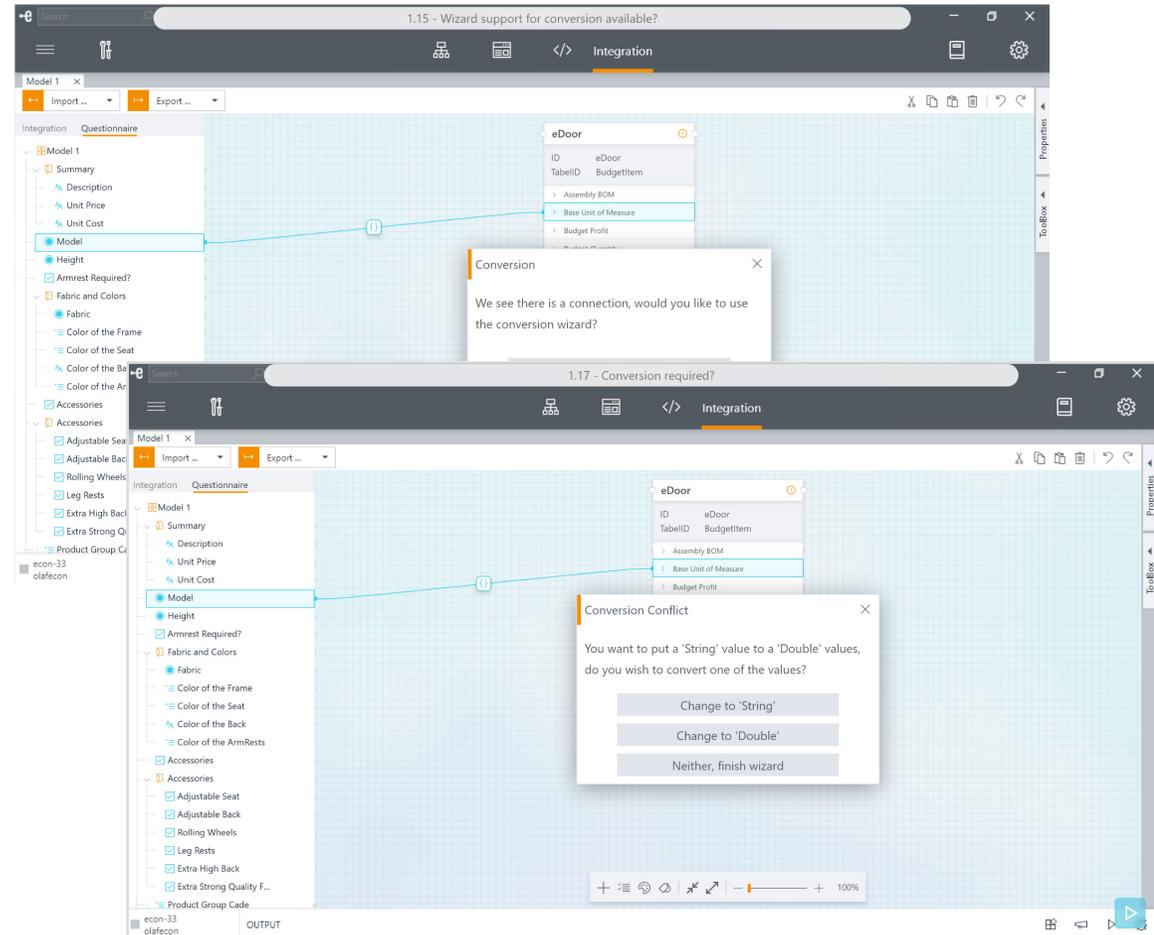
e-Con saves an insane amount of time during implementation, maintenance, and scaling of your solution...

....with Smart Editing Tools

With intuitive support to setup your own CPQ questionnaire by providing drag and drop connections to your Salesforce data. Rules and constraints can be set up in a user-friendly manner mainly driven by click-and-point wizards. Visual design enables non-technical users to adjust the user interface.

....and Smart Organization

e-Con facilitates natural organization of all product lines. Subdivide models into submodels that can be sold separately, or reuse models. These features are increasingly valuable as your business develops.



Still have questions?

Download resources about e-Con for Salesforce CPQ

Send us a mail: info@econcpq.com

Request a demo: www.econcpq.com



for Salesforce® CPQ

