

Experlogix CPQ

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Field Seller Landing Overview – Content Suite

Partner Name Experlogix

Partner Type + Segment ISV + Dynamics 365

App Overview

Experlogix CPQ 365 combines seamlessly with Dynamics 365 in the cloud to provide a complete quote-to-order-to-manufacture solution across an enterprise. Harness the power of a true product configurator to deliver complex proposals consisting of thousands of potential product and pricing rules. Upon receiving the order, we even automate the production order (BOMs and Routes) in Dynamics 365 for Operations. www.cpq365.com

App Info

Technology	Azure, .NET
Primary Industry	Manufacturing
App Type	CPQ (Configure, Price, Quote) for Dynamics 365
App Tenancy	Single or Multi
Store / Marketplace	AppSource/Dynamics 365
End-Customer Target Audience	Sales, Operations and IT Leadership
Languages Supported	English, Spanish, French, German, Chinese, Italian, Dutch
Co-Sell Recommended Countries	No restrictions
Competitive Platforms App Also Runs On	NetSuite

Deal Info

Business Model	Non Selling ISV
License Type	Cloud and Premise
Country Of Record (In MSSales)	U.S.
Average Deal Size (ISV's Revenue)	\$100,000
Azure Revenue From Average Deal Size	
Seller Compensation / Quota Retirement	
Seller Compensation With Marketplace Incentive	

Partner Contacts

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Complexity in quote and order creation has expanded beyond manufacturing into nearly every industry segment. Fast, accurate customized quotes are a competitive imperative.



Challenges

- Quotes take too long to create; often with errors
- Reliance on complicated spreadsheets
- Multiple disparate systems being managed for quote to cash cycles
- Poor visibility of forecasted business

- Gartner sees CPQ as one of the hottest enterprise apps for the foreseeable future
- CPQ expected to see continued annual 20% growth rate; 46% Cloud CPQ growth.
- Emergence of Omni selling - mobile devices, web portals (customers & dealers), cloud & on-prem



Ideal Solution

- Quote times reduced from hours to minutes
- Leverage centralized rules and formulas
- Single Omni-Channel integrated system with familiar UI, conforming to each platform UI
- No programming required and can be maintained by Business Users

- Speed of business change is driving the need for user maintained CPQ rules, formulas, etc.
- Customers are negotiating better pricing with suppliers with improved forecast visibility.
- User adoption of CRM increases with fully integrated CPQ having same UI look & feel



Desired Outcomes

- One CPQ platform for Dynamics 365 for Sales and Operations that helps to shorten quoting time and increase quote volumes with greater accuracy – Allow quote creation on any device, anywhere, and can be maintained by our business users.

- Elimination of multiple, disparate systems
- Less time quoting, more time selling
- Fewer resources needed to maintain rules
- Easier, faster roll-out of pricing changes and new product and services offerings



Experlogix CPQ



The CPQ Experts – Taking the complexity out of quote and order automation.

Quoting Speed

- Reduced quote creation time
- Respond faster than the competition
- Faster onboarding of new sales reps.

Order Accuracy

- Fewer returns and less rework
- Improved customer loyalty
- Increased profit margins

Deployment Flexibility

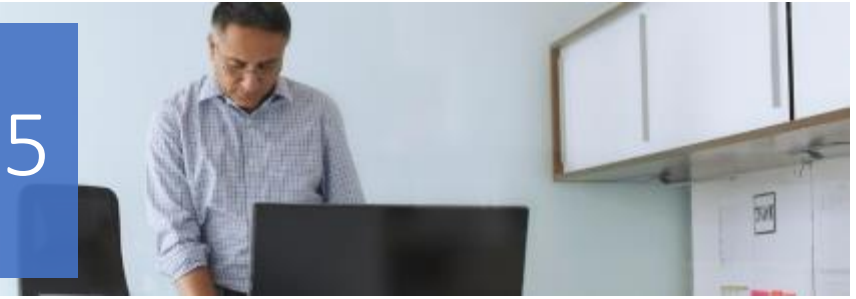
- Cloud and On Premise options
- One CPQ for Mobile, web portal, on premise and cloud users

Easy to Maintain

- Business users can maintain
- No programming resources needed
- Faster ROI and lower total cost of ownership

“Experlogix helps us sell more, offer more product variations, and deliver the right product, faster with less effort.”

Experlogix CPQ + Microsoft Dynamics 365



Experlogix + Microsoft Dynamics 365 provides a seamless customer experience for creating quotes and orders across all Omni-Channel Selling platforms – Mobile, Portal, Cloud and On Premise (365 Sales & Operations) .

Product Alignment

Experlogix + Microsoft Dynamics 365 Consistent Customer Experience

- Experlogix conforms to each Dynamics platform and release
- User adoption of CRM and CPQ increases
- Faster onboarding of new sales reps.



Experlogix + Microsoft Dynamics 365 Improved Business Performance

- Seamless integration of data yields improved forecast visibility
- Integration between Sales & Operations reduces errors & accelerates production
- Increased throughput = increased profit



Experlogix + Microsoft Dynamics 365 Customer Retention

- Fully integrated solutions have stickiness – discourages migration to other systems
- Improved customer satisfaction with an integrated system that works as one
- Lower cost of implementation and ownership



Customer Success Story



Malibu Boats - Custom-boat builder provides international dealer network with powerful product configuration capabilities with Microsoft Dynamics CRM and ADX Portal.

- Deal Size - \$100,000
- Closed Date - 2013
- Vertical/Region – Manufacturing/Eastern (TN)



Win Results

“Our dealers could be sitting on the showroom floor with a laptop, or at a boat show with a tablet and configure a complex order with Experlogix CPQ.”

“The Experlogix rules engine makes it possible to create rules where only permissible order configurations can be developed. And I can write a rule once, and apply it to as many other models as necessary. I don’t have touch the code. All I need to do is check a box.”

“Experlogix is extremely user friendly – and it takes the complexity out of configuring orders for our production lines.”

Contact Information



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INNER CIRCLE
for Microsoft Dynamics