



Configure Products and Services,
Price Orders, and Generate Quotes

NetSuite CPQ



NetSuite CPQ enables sales teams to quickly configure, price, and quote (CPQ) complex products and services with complete accuracy and reliability—directly in NetSuite. The ability to automate the generation of sales proposals helps to further enhance and accelerate the sales process. The configure, price, and quote software works seamlessly with NetSuite ERP, CRM, and ecommerce solutions using NetSuite pricing, inventory and profitability data, and connected workflows that automate the transition from sales to delivery, generating bill of materials (BOM), routings, and work orders.

Key Benefits

- Error-proof your entire quote, order, and production cycle by automating processes that were previously manual.
- Customisable business logic prevents configuration errors, saving time and money on double and triple checks and reworking orders.
- Shorten the sales cycle with the ability to create quotes and orders for configured products in seconds, not days.

Configurator

Enable salespeople and customers to select features and options of your products and services and apply customisable business rules to make sure that every configuration is correct, saving money on double and triple checks and reworking orders.

Dynamic Pricing

Leverage standard pricing data in NetSuite as a starting point, and then apply rules-based pricing based on the options selected as the product or service is configured. These dynamic prices are then available on the quote and the order to complete the transaction.

Quotes

Transform the quoting process from a manual, time consuming endeavor to a single-click, immediately-transactional, ecommerce-like experience. The Live Quotes feature gives salespeople the ability to deliver interactive emails with quotes that end customers can interact with, acknowledging that they want to move the quote to an order and delivering that message to the sales rep in NetSuite CRM.

Proposals

Create accurate and branded proposals. NetSuite CPQ Proposal Generator gives sales reps a quick and easy way to provide customers with a proposal they can sign off on. With fully customisable templates, sales can produce polished proposals easily and quickly.

Bill of Materials and Routing

Reduce manufacturing costs while increasing efficiency on the shop floor. Dynamically create a bill of materials and routings based on built-in business logic in the NetSuite CPQ rules engine, delivering BOM and routing instructions specific to the configured product to be produced with the correct materials and the right steps to complete the work order.

Guided Selling

Help your salespeople and customers find the right products and services for their needs with guided selling. A series of questions and answers that you configure bring clarity to what the customer needs and results in recommended products and services that may be configurable or standard items.

Ecommerce Integration

Provide a simple, easy way to configure products on your website. NetSuite CPQ is unified natively with NetSuite SuiteCommerce. Integrations are also available with other ecommerce systems, including Magento and Shopify.

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