

# Salesforce CPQ & BillingPlatform

## The Quote-to-Cash Solution Built for Change

With the fully integrated solution from Salesforce CPQ and BillingPlatform, you have the tools you need to complete the entire quote to cash process.



## Staying Ahead in a Dynamic World

In this on-demand world, it's more important than ever for businesses to keep pace with changing customer preferences and buying habits as well as competition coming from all sides.

To take advantage of this massive opportunity, companies need a modern billing and monetization platform with the agility to respond quickly to changing subscription, usage or hybrid business models. They need to automate the quote-to-cash process using a platform that integrates seamlessly with their broader sales and marketing technology stack for a single, holistic view of the customer—from their purchase history and preferences to every interaction with the business.

Salesforce sits at the core of those stacks, powering and tracking relationships between businesses and customers; this includes both Salesforce CRM and Salesforce CPQ for companies seeking to streamline their quote-to-cash process. But to capitalize on the dynamic nature of the digital world and its limitless complexities, it's not enough. Companies need to go a step further—they need a billing solution that can harness the power of these applications to accelerate the path to revenue.

This is the power of BillingPlatform—a sophisticated monetization solution that can handle change, complexity and any combination of pricing models their business demands, and one that tightly integrates with Salesforce.

For companies playing to **win in the digital economy**, BillingPlatform is the only choice.

**Quote Information**

#	PRODUCT CODE	PRODUCT NAME	QUANTITY	LIST
1	CMB-1001	Cloud Meeting Bundle	1.00	
2	CC-1001	Cloud Conferencing	1.00	
3	VB-1001	Virtual Bridge	1.00	
4	MH-1001	Multi-Host	1.00	
5	MC-1000	Minimum Commitment	1.00	

  

**View Account: XYZ Corp**

NAME: XYZ Corp | CUSTOMER SINCE: 10-12-2020 | BALANCE: 0 | NEXT PAYMENT: | STATUS: Current

**Aging**

Current	0-30	30-60
\$0.00	\$0.00	\$0.00
60-90	90-120	120+
\$0.00	\$0.00	\$0.00
TOTAL \$0.00		

**Subscriptions**

ACTIONS	ID	PRODUCT NAME	QUANTITY	CONTRACT	START DATE	END DATE	RATE
Edt   Del	105861	Cloud Conferencing	1	-	09/01/2020	08/31/2021	\$35.00
Edt   Del	105862	Virtual Bridge	1	-	09/01/2020	08/31/2021	\$0.00
Edt   Del	105863	Multi-Host	1	-	09/01/2020	08/31/2021	\$0.00
Edt   Del	105864	Cloud Revenue Commitment	1	-	09/01/2020	08/31/2021	\$1,000.00

## Billing Built for Change

With the out-of-the-box integration between Salesforce CPQ and BillingPlatform, companies have a solution that's built for change. Generate quotes in Salesforce using BillingPlatform's highly configurable product catalog to create pricing models that go beyond simple subscriptions and handle any combination of one-time charges, subscription, consumption, hybrid or dynamic billing. And add discounts, promotions or free trials to enhance the products and services you sell.



### Design the Deals Your Customers Want

Configure and price the deals your customers want and connect the quotes with billing and invoicing to automate the quote-to-cash process.



### Simple Subscriptions and So Much More

Move beyond simple one-time and subscription pricing and create metered and usage-based plans in Salesforce using our highly configurable product catalog.



### Built-in Usage Processing

With built-in high volume usage processing, capture data from any source, and turn that data into revenue with dynamic consumption-based pricing models.



### The Only True Quote-to-Cash Solution

Round out the quote-to-cash process with automated collections, preventing revenue loss, frustrated employees and customer churn.



### Bi-directional Data Synchronization

Sync quotes, billing, usage, invoicing and payment data between solutions so sales reps have a true 360-degree view of their customers.



### Point & Click Configuration

Quickly and easily map fields to push or pull data between Salesforce and BillingPlatform with no code, point and click configuration.

## Salesforce CPQ & BillingPlatform The Only Solution Built For Change

With the fully integrated Salesforce CPQ and BillingPlatform solution, you have the flexibility and capabilities needed to respond to new opportunities and expedite quote-to-cash, ensuring your team will be ready for what lies ahead.