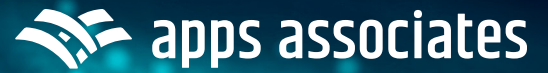


# Apps Associates Salesforce CPQ QuickStart Offerings



- Designed to integrate with other platforms such as Oracle & SAP
- Developed to meet demanding business needs quickly and cost-effectively
- Deployed as a scalable CPQ foundation from which to grow

Salesforce CPQ QuickStart Package 1	Salesforce CPQ QuickStart Package 2
<ul style="list-style-type: none"> <li>✓ Up to 5 Product Bundles; 10 Products Total (Features &amp; Options)</li> <li>✓ 1 Standard Price Book</li> <li>✓ Up to 3 Product Rules (Pricing, discounts, validations)</li> <li>✓ Flat Shipping Rate (table of rates based on priority)</li> <li>✓ Manual Sales Tax Percentage Entry</li> <li>✓ Single Account Structure</li> <li>✓ 1 Standard Approval Rule</li> <li>✓ Standard Template PDF Document Generation</li> <li>✓ 6-week Project Timeline (design to Deployment)</li> </ul>	<ul style="list-style-type: none"> <li>✓ Up to 10 Product Bundles; 30 Products Total (Features &amp; Options)</li> <li>✓ Up to 2 Price Book</li> <li>✓ Up to 10 Product Rules (Pricing, discounts, validations)</li> <li>✓ Shipping Rate Standardization (table of rates based on region and priority)</li> <li>✓ Sales Tax Calculation (table fo percentage based on US zip codes)</li> <li>✓ Multi-Account/Opportunity Structure (parent/child relationships)</li> <li>✓ 4 Standard Approval Rules</li> <li>✓ 3 Template PDF Document Generation (standard &amp; custom)</li> <li>✓ Guided Selling Configuration</li> <li>✓ Amendment, Renewal, &amp; Subscription Management</li> </ul>
Salesforce CPQ Custom Solution	
<ul style="list-style-type: none"> <li>✓ Unlimited Product Bundles; Unlimited Products Total (Features &amp; Options)</li> <li>✓ Unlimited Price Books</li> <li>✓ Unlimited Product Rules (Pricing, discounts, validations)</li> <li>✓ Shipping Rate &amp; Sales Tax Calculation API Integration</li> <li>✓ Multi-Account/Opportunity Structure (parent/child relationships)</li> <li>✓ Unlimited Standard and/or Advanced Approval Rules</li> <li>✓ Unlimited Template PDF Document Generation (standard &amp; custom)</li> </ul>	<ul style="list-style-type: none"> <li>✓ Digital Signature Acceptance</li> <li>✓ Guided selling Configuration</li> <li>✓ Amendment, Renewal, &amp; Subscription Management</li> <li>✓ Payment Processing Configuration</li> <li>✓ External System Integrations (Oracle EBS/NetSuite, SAP, QuickBooks, etc.)</li> <li>✓ Project Solution, Price, &amp; Timeline Quoted After Complimentary Discovery Session</li> </ul>