COMPANY BASICS

HEADQUARTERS:	55 Orchard Street Denver, Colorado 80002 United States
NO. OF EMPLOYEES:	55 globally (as of August 2016)
YEAR FOUNDED:	2013
REVENUE:	N/A (privately owned)
PRODUCTS:	CPQ Quote-to-Cash
NO. OF CUSTOMERS:	34
TOP MANAGEMENT:	CEO - Jane Doe CFO - John Doe COO - N/A
AVERAGE EMPLOYEE CPQ EXPERIENCE:	10-12 years CPQ experience
M&A HISTORY:	N/A
CPQ TYPE:	Cloud based Onsite software license 2D / 3D Product Visualization

example LOGO

EVALUATION SUMMARY

G2 CROWD: (as of Aug. 15, 2016)	www.g2crowd.com	12 reviews, 3.5/5
CAPTERRA: (as od Aug. 15, 2016)	www.capterra.com	4 reviews, 4.8/5
TRUSTRADIUS: (as of Aug. 15, 2016)	www.trustradius.com	0 reviews
IMPLEMENTATION CONSULTANTS: (as of Jun. 30, 2016)	N/A	

IDEAL CUSTOMER

INDUSTRIES:	Manufacturing and distributors with multi channels, brands, geographies, languages, ERP back ends, enterprises rationalizing their CPQ tools, etc.
SIZE:	500-1000+ employees, $100M-$2B+ revenue
DESCRIPTION:	Highly customizable products, services and solutions

example LOGO

CPQ INFORMATION

In which geography is most of your CPQ business?	Distributed worldwide with 40% North America, 40% Europe and 20% Asia Pacific.
Where are your CPQ support teams located?	CPQ support teams are located in the following locations: HQ – Denver, Colorado US; European HQ – London, UK; Paris, France; Rome, Italy; Sydney, Australia
Minimum no. of user:	10
Maximum no. of users:	350
Typical no. of users:	50
Special strengths or capabilities:	Global manufacturing companies that sell complex products
Average implementation time for new CPQ customers:	Typical implementation time ranges from 3-7 weeks depending on the size of the engagement.
Pricing (LIST PRICE with notes):	Hosted, per user – $25 to $110
Current customers (only 3):	1 Large Customer 1 Medium Customer 1 Small Customer
Customers (in %) that use	
Direct route to market	
Sales:	50%
E-Commerce:	20%
Indirect route to market (channel) capabilities:	30%
Supported languages:	English, French, German, Italian, Spanish
Supported currencies:	All major currencies
Supported industries:	Manufacturing Medical Devices Software Companies

Solution includes:

- ☒ **Product Catalog**
- ☒ **Price & Discount Management**
- ☒ **Contract Lifecycle Management**
- ☒ **Billing**
- ☒ **Product Configurator (standard)**
- ☒ **Workflow**
- ☐ **Product Configurator (2D)**
- ☐ **Product Configurator (3D)**
- ☐ **Support 8 (hours) x 5 (days)**
- ☐ **Support 24 (hours) x 7 (days)**
- ☐ **Provider can add/update products on an operational basis for customers**

Notes: Cloud based solution, secure fast hosting

example LOGO

CPQ INTEGRATES OUT-OF-THE-BOX WITH:

CRM:	Salesforce, Steelbrick
ERP:	SAP, ORACLE
CAD Systems:	Solidworks, Autocad, Creo
Other third-party systems:	N/A

PARTNER OF CPQ PROVIDER:

|	
Software:	Microsoft
Hardware & Hosting:	Microsoft Azure
Professional Services:	N/A

CPQ TOOL MAINTENANCE

What skills are required to maintain the product rules in your tool?	Business and product knowledge required for creation and maintenance of rules.
Will users have to acquire any certifications before they can maintain product/pricing or quoting rules?	No. Training will be required, 3-5 days training.
Do your current clients use dedicated resources to maintain the tool?	Yes.
Does 2D, 3D product visualization (if applicable) require additional maintenance? If yes, how much?	We provide a CAD Accelerator that enables 3D parametric models to be dynamically generated and integrated into proposals. This approach leverages existing CAD models and requires minimal additional maintenance.
Minimum number of resources to maintain tool	One full-time employee (FTE)
Maximum number of resources to maintain tool	Up to three FTE (or more).
Releases per year	Two releases per year with periodic maintenance updates.

CONTACT INFORMATION:

Sales:	tbd.
Company website/URLs:	tbd.

example LOGO

USER INTERFACE EXAMPLES / SCREEN SHOTS

example LOGO
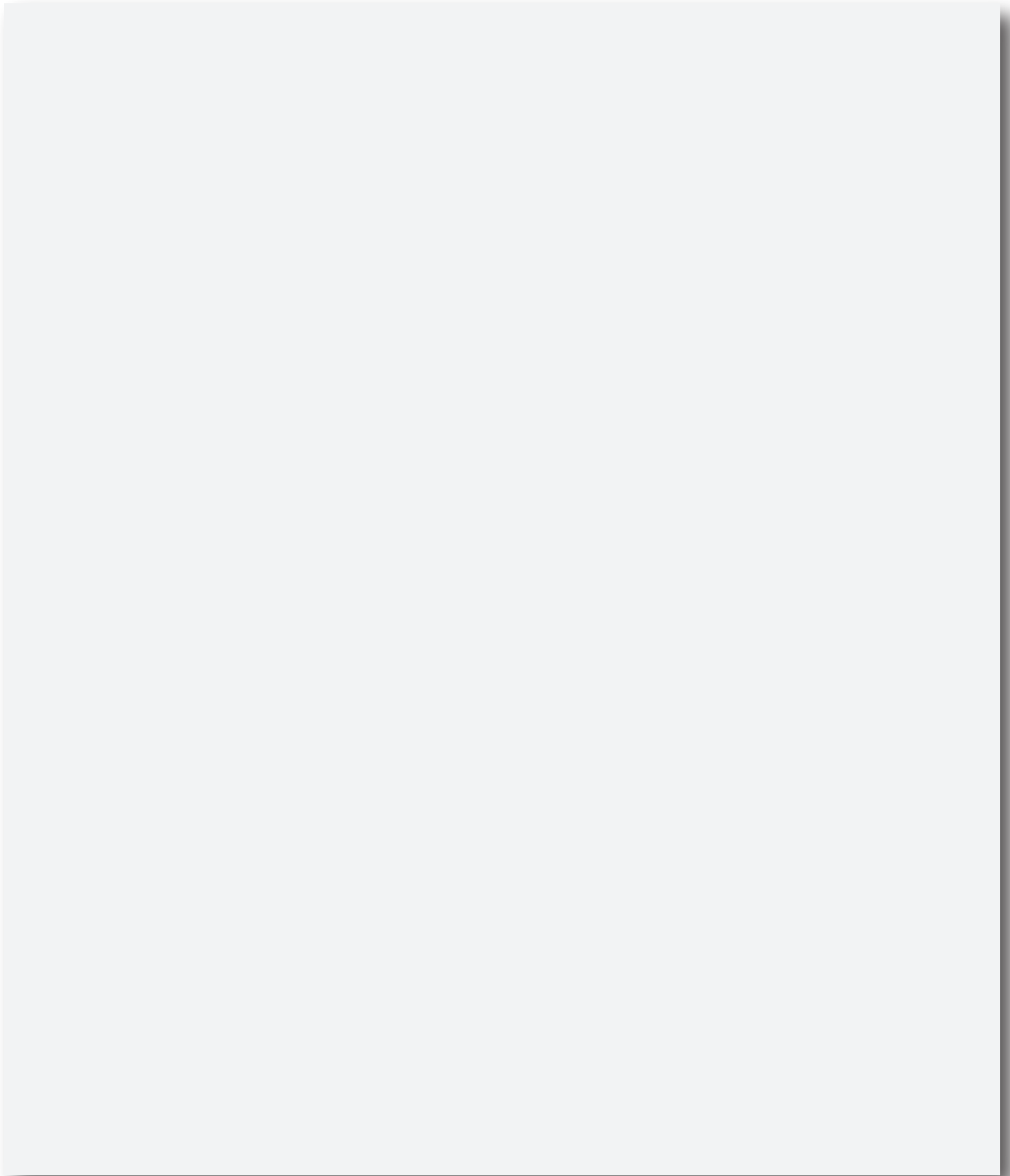
USER INTERFACE CHANNEL PARTNERS / SCREEN SHOTS