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## Professional Services Problems

Solved by Experlogix CPQ



# Professional Services Sales Are More Complex Than Ever

*Custom engagements.*

*Multi-tiered pricing.*

*Bundled deliverables.*

*Subscription- and project-based pricing.*

*Constant change.*

Manual quoting and disconnected systems simply can't keep up. For services firms navigating complex scopes and client expectations, quoting delays and errors are costly.

## Enter: Experlogix CPQ

Experlogix CPQ gives professional services firms the power to configure, price, and quote even the most complex engagements—quickly, accurately and with fewer bottlenecks.

Whether you offer multi-phase consulting projects, software and services, regional service bundles, or recurring managed services, Experlogix CPQ helps your teams deliver client-ready quotes in a fraction of the time.

**“The industry is on the verge of significant transformation—the long-term trajectory points toward breaking down silos and rethinking the professional services model altogether. The question isn't whether change will happen—it's when, and how.”**

The State of Professional Services 2025,  
Technology & Services Industry Association

## From Custom Scope to Signed Contract, Without the Chaos

**Problem:** When scoping and quoting engagements are manual and error-prone, deals are at risk as time ticks forward while selling teams scramble.

**Solution:** Experlogix CPQ transforms proposals into automated, rules-driven quotes with built-in pricing logic, resource allocation and configurable service packages.

**Result:** Faster quote turnaround helps you land deals before clients can look elsewhere

**Bonus Benefit:** Less time spent building proposals from scratch. More time spent building client relationships.

Time kills deals.  
**Sell faster!**

## Align Sales with Delivery Before the Deal Closes

**Problem:** When quotes don't represent correctly bundled products/services: Sales fall short. Everyone loses.

**Solution:** Experlogix CPQ enforces delivery rules during quoting, so every quote is optimized and deliverable from day one.

**Result:** Reduced friction between teams, better margins and happier clients.

**Bonus Benefit:** Delivery teams gain confidence in upfront commitments, improving kickoff and onboarding experiences.







## Win More Deals with Faster, More Flexible Quotes

**Problem:** When RFPs and custom engagement requests sit idle because quoting takes too long, productivity and efficiency suffer while opportunities to impress and inspire customers expire.

**Solution:** CPQ automates pricing, discounting approvals and even configuration for service packages of any complexity.

**Result:** Your team responds faster without sacrificing accuracy or profitability.

**Bonus Benefit:** More consistent quoting across regions, practices, or partners.

## Grow Revenue Without Exponentially Scaling Costs

**Problem:** When you start taking on higher volume deals and create more varied product/service offerings, scaling becomes unsustainable.

**Solution:** CPQ scales your quote process, giving you the flexibility to grow business at a pace that makes sense. With consistent pricing across channels, reusable quoting templates and automated workflows, quoting remains lean even as your business evolves.

**Result:** You can handle quoting more projects, services and products without overexerting your team.

**Bonus Benefit:** The extra agility and greater visibility gives you more power to better adapt to market changes.

“On one hand, the shift toward subscription models and AI-driven innovation signals an urgency to adapt. On the other hand, the focus on optimizing strategy and financial models highlights the need to maintain operational stability and efficiency.”

The State of Professional Services 2025,  
Technology & Services Industry Association



# Turn Quotes into a Competitive Strength, Not Just Another Piece of Paper

**Problem:** When quoting data is buried in spreadsheets and disconnected docs, reporting becomes a nightmare.

**Solution:** CPQ captures every quote, config, and decision, feeding your CRM/ERP with real-time insights.

**Result:** You spot which services are in demand, which reps are closing fastest and where you're leaving margin on the table.

**Bonus Benefit:** Use data to forecast hiring needs, plan services launches or develop new packaged offerings.



