



# How CPQ Helps Your Sales Team Succeed And Drive Revenue

Success in a digitally transformed economy requires organizations to execute faster, introduce new technologies into business processes to boost productivity and reduce operational costs.

Discover how CPQ software can help your company save money, increase customer satisfaction, and generate real ROI. Experlogix CPQ can help you run with fewer resources and help your team do more with less.

## PRODUCTIVITY

Traditionally, salespeople have to spend a lot of time retrieving product information from various sources. Then they have to consult pricing rules, undergo reviews, get clarifications, and finally secure approval before giving customer a quote.



Is it any surprise that sales representatives only spend **33%** of their time on sales-related tasks?



CPQ-enabled sales reps, however, take **27% less time** (3.6 hours) to produce a typical quote or proposal than those not using CPQ (4.9 hours).

## SPEED

With CPQ, sales people don't have to spend days or weeks to develop accurate quotes. They can create quotes in minutes and deliver them to their customers in an instant.



This is critical – **50%** of customers purchase from the vendor who contacted them first.



CPQ customers report **75%** quote time reduction.

## ACCURACY

But it's not enough to be fast – you also have to be accurate!



Businesses lose more than **\$75 billion USD** per year due to bad customer service (including mistakes)!



On the other hand, CPQ customers report a **33%** reduction in costly customer quote errors and rework.



In fact, Experlogix allows you to achieve **100%** order accuracy, leading to dramatic gains in revenue.

## ROI

CPQ users report increases in positive business outcomes:

**5x**

greater growth in revenue YOY

**4x**

growth in net profit over 5-year span

**5%**

greater customer retention rate

**13%**

greater success rate in shortening sales

**3%**

better retention rate of sales reps



## A PARTNER YOU CAN TRUST

We have 110 CPQ experts serving:

**5,000+** users

**600+** companies

**100+** partners

**30+** countries

Want to see how Experlogix has transformed the sales process for companies like yours?

Schedule your call with us today

[experlogix.com](https://experlogix.com)

### About Experlogix CPQ

Experlogix has over a decade of experience implementing successful CPQ solutions in a vast array of industries. Our flexible modeling architecture adapts to virtually all products and processes, meaning implementations go smoothly and quickly. Need more information? Visit [experlogix.com](https://experlogix.com).

