



Configure Price Quote (CPQ) Management

Configure Price Quote (CPQ) Management in ZINFI's Unified Partner Management (UPM) platform enables your organization to provide special pricing and automated quote approval mechanisms to your partner sales reps, channel reps, and channel management team members.

Price Management

ZINFI's Configure Price Quote (CPQ) Management enables your organization to define and manage product pricing across multiple business lines in accordance with constantly changing market trends. Whenever pricing changes, those changes will automatically be reflected in the quotes of your channel partners.

Configure Price Quote (CPQ) Management lets your organization keep track of all the quotes the channel partners share, providing insight and granular access to essential sales cycle management process details. Multilingual and localized deployment tools simplify price management across global, multi-region partner networks.

Quote Number	Product Name	Quote Total	Status
Q-0001	Print Server (PC)	\$2000	Approved
Q-0002	Low-Profile Server (PC)	\$1500	Pending Approval
Q-0003	Server (PC)	\$1000	Approved
Q-0004	Low-Profile Server (PC)	\$1200	Pending Approval
Q-0005	Low-Profile Server (PC)	\$1800	Approved
Q-0006	Web Server (Server)	\$3000	Pending Approval
Q-0007	High-Performance Server (Server)	\$4000	Pending Approval
Q-0008	Server (PC)	\$1000	Approved
Q-0009	Web Server (Server)	\$2000	Approved
Q-0010	Web Server (Server)	\$2000	Approved

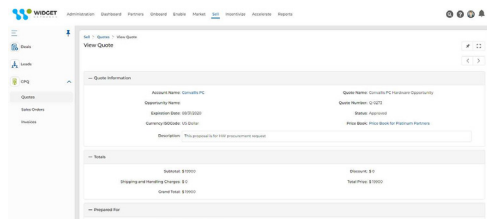
Key Features

- ✓ Entity setup and management
- ✓ Product setup and management
- ✓ Quote management
- ✓ PO & invoice management

Quote Management

ZINFI's Configure Price Quote (CPQ) Management allows your organization and channel partners to generate quotes tagged with a specific customer entity. Channel partners can also tag a particular contact from the customer company and enter details about the identified opportunity.

Using CPQ's quote management tools, channel partners can key in discounted pricing for specific products. This gives your organization real-time information about the exact revenue projected or generated from each sale.



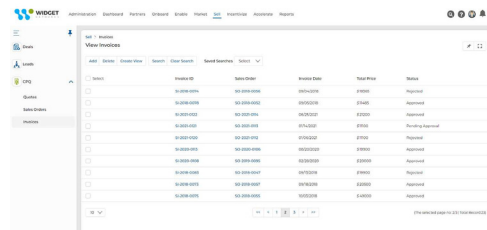
Key Features

- ✓ New Quote Generation
- ✓ Existing Quote Management
- ✓ Quote & Entity Association
- ✓ Discount Management

PO & Invoice Management

Configure Price Quote (CPQ) Management allows your organization and your channel sales team to generate invoices by shared quotes and received POs. This automated feature helps channel partners ensure the accuracy of invoices and minimize opportunities for human error.

Configure Price Quote (CPQ) systematically approaches PO receipt and invoicing processes. Our end-to-end invoice and PO management automation allows you to manage all revenue-related activities within a single interface and provides you with deeper insights into the sales pipeline.



Key Features

- ✓ PO Upload
- ✓ Invoice Generation
- ✓ Existing PO management

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