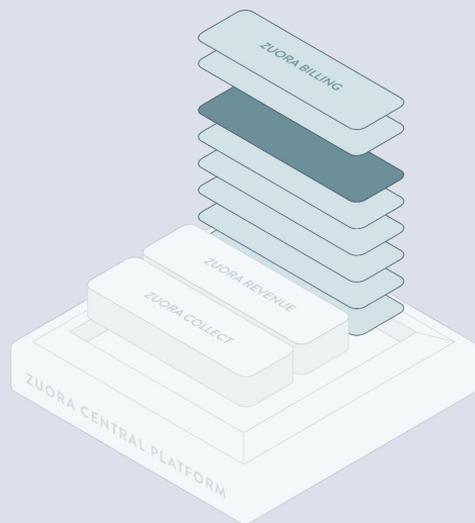


Zuora CPQ

Powered by the Zuora Central Platform



Quote for the entire subscriber lifecycle from sign-up to upgrades and renewals

Buying behaviors have shifted from owning physical products to accessing ongoing services. This shift has transformed the way businesses sell from one-time product sales to ongoing customer relationships, adding complexity to the selling process. Sales teams are no longer focused on configuring product features but rather service terms that change over time and impact financial operations too. Zuora CPQ is purpose built to address the challenges of monetizing services while ensuring both sales and finance teams are aligned from quoting to billing, payments, and revenue recognition.

riskalyze

“The ability to talk to more customers to close more deals is what helps us to grow quickly. That’s absolutely critical to our success. Zuora is one of the key factors enabling that.”

Marcel Weiland, Product Manager, Riskalyze

With Zuora, Riskalyze supported three key goals: double sales team, increase deal flexibility, and improve billing efficiency. After implementation, they saw

- 30% of new ARR was annual pre-paid
- 5% decrease in de-bookings

The Guardian

zoom

zendesk

CARBONITE

riskalyze

DocuSign

Prezi

qlik

box

Outreach

zuora

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Learn more at: www.zuora.com/products/cpq-software

Configure dynamic service terms on a single page

Multi-Year Ramp Deals

Configure complex multi-part deals over any time period and ramp up any variation of quantity, price, or discounting

Single Page Interface

Search for new products, extend terms and conditions, and adjust prices and discounts on a single screen

Quote for any type of deal and measure the impact

Subscriber Lifecycle Quoting

Quote upsell, cross-sell and renewal deals for any combination of subscriptions, products and services

Real-Time Bookings Metrics

Measure the financial impact of every deal on Monthly Recurring Revenue and future period billings

Subscriber History

Give sales and service teams visibility into the subscribers' history from subscriptions to billings, and payments

Full quote to revenue automation

Align your sales, finance, and operations organizations across the entire monetization process from quoting to billing, payments and revenue recognition

Ramp up deals and adjust pricing on the fly

The image shows two overlapping screenshots from the Zuora Config application. The top screenshot displays a 'Choose Product and Charges' interface with a table of product and charge details. The bottom screenshot shows a 'Quote for Ramp Deal Opportunity' with a 'Quote Metrics' section.

PRODUCT NAME	CHARGE NAME	MODEL	CHARGE TYPE	LIST PRICE (USD)	DISCOUNT %	EFFECTIVE PRICE (USD)
ADDED ON 2020-06-01	Elite Pro					
Elite Pro	Recurring Flat Fee Pricing	Flat Fee Pricing	Recurring	29.99	0.99	29.99
Elite Pro	Recurring Flat Fee Pricing	Per Unit Pricing	Usage	1.00	0.00	1.00

PRODUCT NAME	CHARGE NAME	MODEL	CHARGE TYPE
REMOVED ON 2020-06-01	3 Year		
3 Year Billing	Recurring Flat Fee Pricing	Flat Fee Pricing	Recurring
3 Year			

Quote for Ramp Deal Opportunity

Quote Name: Quote for Ramp Deal Opportunity

Quote Metrics

MRR	400.00
Discount MRR	-30.00
TCB	9,700.00
TCB Tax	0.00
Discount TCB	-720.00
Discount TCB Tax	0.00
TCV	9,700.00
Discount TCV	-720.00

Track bookings metrics in real-time