

CPQ reduces time to quote by **96%** compared to traditional quoting.

Your quoting process should never be the reason you lose a deal. Here's how CPQ can significantly reduce time to quote for your sales team:

	CPQ	VS	TRADITIONAL METHOD
Engineering Review			
	0.2 Days		7 Days
Is there a change in design process? Assume Yes	How does CPQ help: Changes updated in CPQ Number of days to complete: 0.2		Staff involved: 2 Number of days to complete: 5
Is there a change in design process? Assume No	How does CPQ help: No review needed Number of days to complete: 0		Staff involved: 1 Number of days to complete: 1
Create Configuration /Design to be order ready	How does CPQ help: Design Rules & Logic built in Number of days to complete: 0		Staff involved: 1 Number of days to complete: 1
Supply Chain Review			
	0 Days		4 Days
Getting Quotes for variable priced materials	How does CPQ help: Pricing data in CPQ; Live updates via API Number of days to complete: 0		Staff involved: 1 Number of days to complete: 1-2
Validate inventory	How does CPQ help: Can be integrated to ERP Number of days to complete: 0		Staff involved: 2 Number of days to complete: 2
Pricing Finance Review			
	0 Days		1 Day
Review Pricing	How does CPQ help: Price rules & multiple approvals function Number of days to complete: 0		Staff involved: 2 Number of days to complete: 1
Sales Review and Create Proposal			
	0.5 Days		6 Days
Create Proposal	How does CPQ help: Template-based; Pull data from sources Number of days to complete: 0		Staff involved: 1 Number of days to complete: 2
Proposal approved internally	How does CPQ help: Approval function Number of days to complete: 0.5		Staff involved: 6 Number of days to complete: 4
Send to Customer	How does CPQ help: Digital quote package		



Cincom customer, Manufacturer Aluminum Trailer Company (ATC) reduced order defects by **90%**, reduced time to quote a custom trailer by **50%**, improved office throughput by **20%** without additional resources, and improved dealer close rate by **25%**.