



Bit2win **CPQ Platform:**
the completely modular
solution that offers
infinite possibilities to
boost your sales and
build a unique
customer experience.

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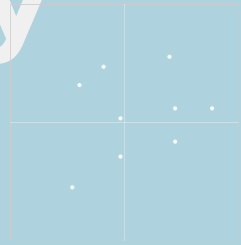


BIT2WIN

Our CPQ solution for Any CRM

Complete **your CRM** with the **Bit2win CPQ** to **accelerate** and **simplify** the **generation** of **quotes**. Harness the power of a **100% API-First** suite and enjoy the benefits of an intuitive and customizable UI.

: Recognized by Gartner



Gartner promoted us as **Visionaries** in 2021 CPQ Magic Quadrant

Rated as one of the best CPQ solutions since 2017

Leader in Pricing

"Bit2win Sales' out-of-the-box pricing functionality is among the best evaluated for this Magic Quadrant."

Complete and easy to Use

"List pricing, attribute-based pricing, promotion, sales agreement, volume-based discounting and bundling features are complete and easy to use."

Industry-specific Functions

"The product includes industry-specific functionality for needs-based product recommendation and estimating the cost of service over time".

Massive Scalability

"Several deployments of Bit2win Sales have over 10,000 sales users."

Comprehensive Promotions Functionality

"The newly released promotions capability is one of the most comprehensive evaluated for this report."

Leader in Re-bundling and Contractual Commitments

"Support for contractual commitments and rebundling is the best evaluated for this report."

Massive Scalability

"... the product was able to edit a large transaction and quickly generate a very large proposal".

Powerful Workflow Engine

"The product includes a highly scalable workflow engine that is used for a variety of event-driven processing such as bulk updates of many customer assets."

Ranked above average for all Use Cases

Gartner Critical Capabilities for CPQ Application Suites 2021

: Turbo-charge your quote-to-cash process, from offer selection to invoicing



Multi-cloud Enterprise Solution

Runs on any cloud. Native for Salesforce. Integrated with Microsoft Azure and Google Cloud Platform.



Reusable, Multilayer Catalog

Allows configuration of complex product offers. Supports import/export capabilities.



In-house Built Rule Engine

High performance rule engine to create any kind of business rule, such as eligibility, compatibility and pricing.



Massive and Bulk Operations

Built-in solution to manage massive order entry, change order, disconnection or replicate product configuration.



Scalability

Scales up and down to support any company, from global enterprises to SMBs.



Eliminates Salesforce Governor Limits

Leverages components to handle high volumes of quotes to improve massive actions like splitting, asset based ordering by using asynchronous processes.



Extensibility

Extends the data model, creates new objects or relationship to map any customer specific needs.

Sell goods, services and subscriptions with our cloud-based platform.

Multi-channel Self Service

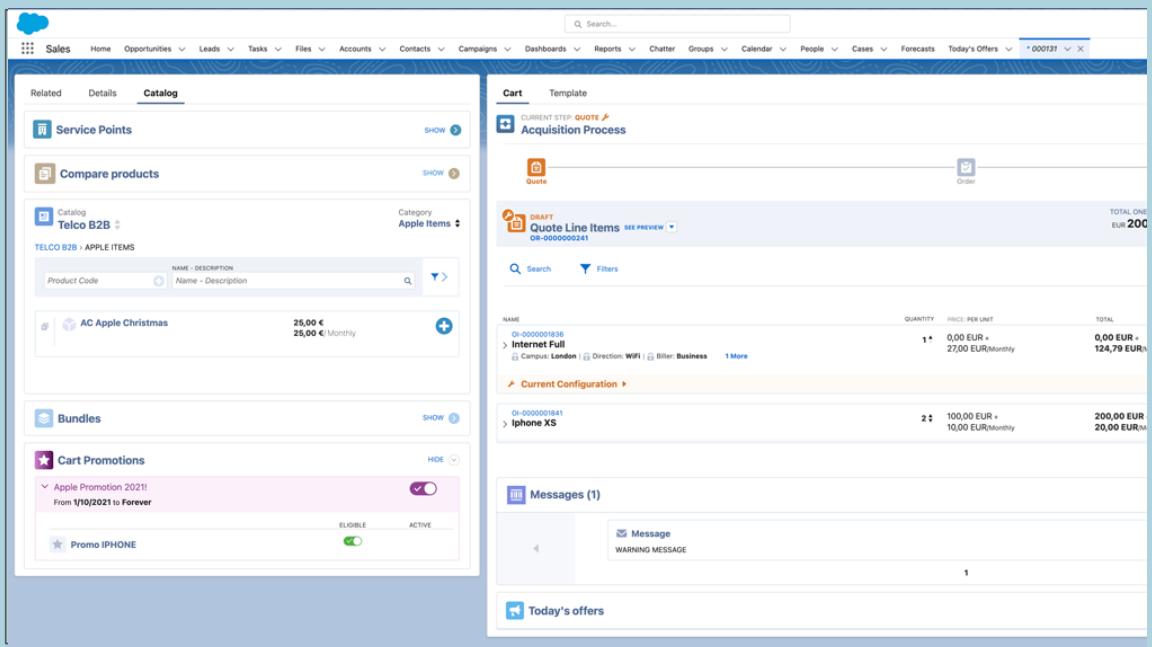
Supports creation and maintenance of opportunities, quotes and orders across all channels.

Salesforce Lightning Web Component

Native on Salesforce CRM that offer full set of CPQ and CEP capabilities.

Pre-built industry specific capabilities

Continuously updated and enriched capabilities to keep pace with fast moving industries (for example: data models, software object or workflows).



: MANAGE ORDERS ACROSS ANY CHANNEL

CPQ Suite Highlights

Omnichannel

Communicate across any channel: Use direct sales, resellers, self-service, and mobile channels. Create and maintain opportunities, quotes, and orders across all channels.

Propose and Negotiate

Customize proposals for customer roles and profiles:
Conduct large transactions, manual price adjustments, and discount approvals based on roles and profiles.
Generate proposals and electronic signatures.

Asset-based Ordering

Manage products and subscriptions:
Manage customers' assets, be they physical products or subscriptions to a service. Define the asset status in the customer's configuration – new, active, or deleted.



: MICROTARGET CUSTOMERS WITH FLEXIBLE RULES AND PRICING

CPQ Suite Highlights

Configuration Rules Engine

Easily create any kind of rule: Create and maintain different kinds of rules, such as eligibility, compatibility, and pricing, including multi-currency. Manage conflict messages and easily upsell and cross-sell with automatic recommendations.

Pricing and Discounting

Develop pricing schemes that maximize revenue: Administer, import, and execute list pricing. Charge prices for multiple different units of measure or based on attribute values. Manage volume discounts, promotions, tax models, and price waterfall.

Promotion

Fine-tune customer engagement: Create promotions such as discounts, rewards, and offers with configurable timing, duration, and quantity.

Price Agreements

Minimize business risks: Establish long-term, predictable business relationships and accelerate quoting and ordering. Framework agreements include regular order, occasional order, and drawdown. Often, revenue accrues over time instead of funds being exchanged when the deal is closed.

: LEVERAGE THE PRODUCT CATALOG TO CREATE FLEXIBLE OFFERS

CPQ Suite Highlights

Extended Product Catalog

Effortlessly manage products and services:

Manage any kind of product structure and type of services, supporting rapid order entry, product search, and comparison. Configure complex product offers. Use import/export capabilities. Based on a reusable, multilayer catalog administration approach.

Sell Subscriptions

Sell Subscriptions

Improve customer retention:

Manage different pricing models, such as recurring charges, usage-based charging, and one-time fees. Apply list pricing. Manage multiple price types for a single transaction line. Create bundles and promotions, and perform unbundling. Manage service locations with a configurable service. Each service location can define available options, features, and service levels.

Sell Tangible Goods

Send goods to any location using any carrier:

Sell tangible goods and generate a bill of materials (BOM) from the selected option. Manage shipping charges, capturing shipping details for tangible goods on order. Order lines can be sent to multiple locations using multiple shipping methods.

Bundling

Combine products and services in the best way possible:

Create bundles and configurations that are in the company's best interest, rather than having salespeople make educated guesses.

: CLOSE DEALS FASTER WITH AUTOMATED PROCESSES

CPQ Suite Highlights

Point of Delivery Management

Speed up offer configuration on delivery points:
Group and filter service points directly in the catalog. Apply adjustments of a product offer directly to the selected service points.

Dynamic Document Generation

Generate documents with ease:
Automate generating relevant documents directly from the CRM system.

Streamline Business with eSignature

Effortlessly sign orders:
Capture the customer's electronic signature through a unique email link approach.

Consolidate Catalog / Split Orders

Streamline operations with a single catalog:
Map multiple enterprise catalogs, such as billing and fulfillment catalogs, to a single commercial catalog to decouple commerce from OSS systems. Split orders into several steps that can be assigned to different departments as well as different owners who work solely on the part assigned to them.

Extensibility

Meet demands through customization:
Sell tangible goods and generate a bill of materials (BOM) from the option selected. Manage shipping charges, capturing shipping details for tangible goods on order. Order lines can be sent to multiple locations using multiple shipping methods.

: Commercial Promotion Engine

CPQ Suite Highlights

Our Promotion Engine **lets you apply customizable promotions directly to your product catalog**. Use **bundling, discounts, and other promotions** to make your sales skyrocket with minimum effort and flexible options.

01

Deliver cross-channel promotions to your customers API-first approach for a unified customer experience

02

Unified, targeted, and holistic customer experiences Real-time customization of promotions

03

Track session data from every channel. Full control with a single centralized system

Data-driven Promotions

Meet demands through customization: Sell tangible goods and generate a bill of materials (BOM) from the option selected. Manage shipping charges, capturing shipping details for tangible goods on order. Order lines can be sent to multiple locations using multiple shipping methods.

Use Any Type of Data

Send any of your customer and 3rd party data to the Bit2win promotion software via API connection.

Integrate with Any 3rd Party APIs

Integrate customer data, customer sessions, and custom events seamlessly through API and use your data to configure any type of discount campaign.

One Single UI

In the Campaign Manager, marketers can create sophisticated promotions without blocking developers by employing simple if-then rules.

Build and Manage Your Sales Promotion

Create targeted promotions with business-specific campaigns.

Your Scalable and Reliable Platform

Handle unexpected load spikes and peaks on a dedicated Kubernetes server cluster. The unique deployment auto-scales to meet your needs.

Cloud-native and Extendable

Bit2win promotion is endlessly scalable. Connect your customer data, integrate with any 3rd parties and optimize your campaigns on the fly.

Delivery the Right Sales Promotion at the Right Time

Choose your rewards wisely with customer-oriented deals.

Enterprise-grade Security and Policies

Protect your sensitive data with user roles, GDPR compliance, and strict data management policies that ensure top-level security.

: CPQ Suite Boosters

OMNICHANNEL APPROACH

Enter your client's orbit directly by creating an omnichannel experience that revolves around the customer's desires.

SPEED OF LIGHT

Speed up order entry, product search, and comparison, accelerate internal processes, and catapult your business light-years ahead of the competition.

EASY TO USE

Accelerate time from quote to close. Sell complex products effortlessly, use bundling and a flexible rules-engine.

ENGAGEMENT BELT

Create a gravitational field of engaging campaigns and pull your customers right in, keeping them satisfied and excited for more.

UNLIMITED SCALABILITY

Start your engines! Accelerate time from quote to cash, rendering the entire sales process more efficient.

SAFETY BUCKLE

Out there, every misstep bears a huge risk. Eliminate configuration and pricing errors for a safe journey. Expedite order entry, product search and comparison.



THANK YOU!



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Customer and partners reviews

