Oracle CPQ Cloud and Salesforce.com Integration

Oracle Configure, Price, and Quote (CPQ) Cloud provides on-demand configuration, pricing, and quoting capabilities that can easily integrate with Salesforce.com's customer relationship management (CRM) solution. With Oracle CPQ Cloud, you can streamline the entire opportunity-to-quote-to-order process within your familiar Salesforce.com CRM interface, and seamlessly integrate with all major enterprise resource planning (ERP) systems.

Push and Pull Data with Ease

The seamless integration between Oracle CPQ Cloud and Salesforce.com enables you to push and pull data between them with ease. This includes

- » Quote totals
- » Product line items
- » Opportunity value
- » Quote number
- » Contact data

Figure 1. Streamlined sales process flow with Oracle CPQ Cloud and Saleforce.com

Run Oracle CPQ Cloud in Your Salesforce.com Environment

Oracle provides a Salesforce.com package that can be installed in your existing Salesforce.com CRM application. By placing the necessary Oracle CPQ Cloud integration components in your instance of Salesforce.com CRM, this package enables the solution to run in your Salesforce.com environment. The Oracle CPQ Cloud quote object will appear in your Salesforce.com interface and can be linked to the opportunities you have created to ensure that the integration and experience will be seamless for users.

Hardware and Software, Engineered to Work Together

ORACLE®
CONFIGURE, PRICE, AND QUOTE CLOUD

"Oracle CPQ Cloud has streamlined our process tremendously through easy integration with Salesforce.com. Our quotation interval has dropped, and our quote volume has increased."

GREG LOPATA
TECHNOLOGY SERVICES MANAGER
GE CRITICAL POWER

"Integration between Oracle CPQ Cloud and Salesforce.com is really tight and robust. It allows our sales team to access all tools and sell more."

BEN DOYLE
VICE PRESIDENT OF SALES AND ANALYTICS
ENTERASYS NETWORKS

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