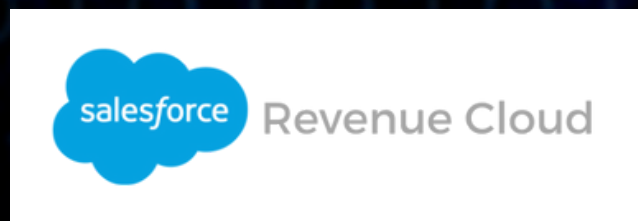




Why Replace Zuora with Salesforce CPQ & Billing?



Salesforce is a complete Quote-to-Cash platform with no external integrations

In the last few years, the way we conduct business has evolved and many companies are finding that Zuora falls short in many crucial areas in this rapidly changing business landscape. Salesforce powers hundreds of thousands of companies, and these businesses need a way to track their customers' sales cycles along with quoting and billing processes. Salesforce CPQ and Billing addresses this exact need as part of their Force.com platform.

Salesforce CPQ gives sales reps the power to close complex deals by efficiently creating accurate and consistent quotes. Salesforce Billing enables Finance teams to automate complex billing and payment processes and to proactively renew contracts before expiration. Salesforce CPQ and Billing gives a company a single platform to sell and bill.

Here are some of the most common reasons companies are migrating from Zuora to Salesforce CPQ & Billing:

- Implementation risks due to complex customization needs
- Limited capability for Enterprise B2B Self-Serve
- Lack of a single source of truth for Order, Billing, and Revenue Recognition data
- Limited scalability options compared to the capabilities offered by Salesforce's Force.com Platform
- Poor Integration with Service Cloud for Service Contract and Entitlement Management

Salesforce Expertise:

- Expertise in end-to-end implementation of Sales Cloud, Service Cloud, Salesforce CPQ, and Billing and Community Cloud
- Leadership with years of expertise in billing systems
- Salesforce CPQ & Billing Certified
- Clients across verticals and geographies
- Salesforce Managed Services
- Staff Augmentation

Standav at a glance:

 Number of employees: 300+

 Number of completed projects: 100+

 Number of customers: 100+

 Certified consultants: 100+

 CPQ industry experience: 8+ years

 Locations: Silicon Valley | Dallas - Texas
| Bangalore & Hyderabad - India

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Customers

 REALPAGE

 BAUSCH + LOMB

 paloalto
NETWORKS



 Hilton

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 CONFLUENT