



CPQ Comparison Scorecard

The CPQ comparison scorecard was derived from our 40,000 development and support hours of implementing CPQ solutions for Tech companies. We have developed a robust methodology to analyze complex project needs and use cases to provide a scalable infrastructure. The research completed places Salesforce CPQ as the clear winner by comparing specific platform capability metrics. We are uniquely positioned to deliver effective and reliable CPQ solutions for tech companies.



 Discover how to automate subscription pricing models and manage post-sales activities with Salesforce CPQ

 Read our CPQ White Paper to learn more about how to improve your CPQ journey

ORACLE

salesforce CPQ

APTTUS

• **Functional Capability Description**

Product Configuration	3	3	2
Discounting	2	2	2
Device Support	2	3	2
Quoting	2	3	2
Guided Selling	2	2	3
	11	13	11

• **Scalability and Integration**

Centralized CRM	2	3	2
Integration with 3rd Party Systems	3	3	2
Scalability	3	2	2
	8	8	6

• **Application Customization**

Product Catalog	3	2	2
Sharing & Security	2	2	2
Guided Selling	2	2	2
Quote Merge & Send	2	2	3
Multi Currency/Regional Configurations	2	2	2
Configurations	1	3	2
	12	13	13

• **Strategy, Vendor Support, and Enablement**

Product Roadmap	3	3	2
Professional Services Support	2	3	2
End User and Admin Support	2	3	2
Price	1	2	2
	8	11	8