

Salesforce Price Quoting

Extend your native Salesforce quoting capabilities to partners and speed deal closure



Impartner's Salesforce Price Quoting solution extends native Salesforce™ price quoting capabilities to partners.

This channel-friendly price quoting tool allows partners to create co-branded, opportunity-based price quoting to end users — streamlining the overall process and taking the weight off deal desks so partners can accurately, confidently and quickly move forward with closing deals instead of waiting for quotes. This solution is ideal for Impartner PRM customers using Salesforce CRM who want to extend Configure Price Quote (CPQ) capabilities to their partners through the portal.

Key Features:



Create quotes directly



Create branded PDFs



Quote approval and expiration



Product SKU search

How It Works:

Price Quoting allows partners a self-service option to retrieve pricing and create a quote for an opportunity to pass along to the end user. A partner will be able to enter an open opportunity record from the partner portal and generate a quote on their own, without any waiting period, intervention, approval or assistance required from the vendor (when pricing is within standard terms).

The Product and Services SKUs can be grouped into three categories, filtering the SKU type to provide a guided selling experience that aids the partner in selecting the appropriate SKU. Each category produces a SKU selection popup, enabling the selection of one or multiple product/service SKUs and quantity values. Up to three filters are configured in each category to further narrow down the results. All values for selection are pulled from the Salesforce CRM Product Catalog. Additional fields, categories and filters may be configured upon request.

Partners may even create and save multiple quotes per opportunity record and select which version is the primary one that will be sent to the potential customer.

About Impartner

With over two decades of experience in accelerating indirect sales, Impartner delivers the industry's most complete channel management platform, helping companies worldwide manage their partner relationships and accelerate revenue and profitability through indirect sales channels. The largest pure-play PRM vendor in the world, Impartner provides the industry's only out-of-the-box solution that can deploy an enterprise-class Partner Portal in as few as 14 days, using the company's highly engineered, multi-award winning, Velocity™ onboarding process.

Find Out More

We'd love to show you more about how Impartner PRM can accelerate your channel. [Request a Demo today!](#)