



IDC ProductScape: Worldwide Configure, Price, Quote (CPQ) Applications for Selling Products, 2024

Technology Supplier Solution Capabilities for the Following Vendors:
Bit2Win, Cincom, Conga, Engineering Intent, Epicor, Experlogix, Infor, Logik.io,
Oracle, Periscope by McKinsey, PROS, Salesforce, Tacton, Vendavo, Zilliant

Mark Thomason, Sr. Research Director, Digital Business Models and Monetization

Heather Hershey, Research Director, Digital Commerce

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About this Excerpt

The content for this presentation was taken directly from “Worldwide Configure, Price, Quote Applications for Selling Products, 2024” (Jun 2024 - Tech Market Presentation - Doc #US52350124). This presentation excerpt will only feature the case study from Zilliant.

Abstract

This IDC ProductScape provides technology buyers with a detailed list of essential capabilities for configure, price, quote (CPQ) applications that are focused on selling transactional products through primarily B2B channels. It includes offerings from the following vendors: Bit2Win, Cincom, Conga, Engineering Intent, Epicor, Experlogix, Infor, Logik.io, Oracle, Periscope by McKinsey, PROS, Salesforce, Tacton, Vendavo, and Zilliant.

CPQ applications are software solutions that enable companies to efficiently configure products and services, execute pricing strategies, manage deal construction, and generate quotes for customers. These systems are particularly crucial in complex B2B sales environments where the accurate tailoring of offerings and pricing to customer needs can significantly impact sales success and operational efficiency.



Situation Overview

Research Objectives

This IDC ProductScape compares the offering capabilities among technology product or services suppliers in Configure, Price, Quote applications for selling products. This ProductScape is one of three CPQ ProductScapes that covered a total of 23 CPQ vendors.

The goal of the research was to gather details about current CPQ technologies, including functionality and breadth of offerings. The results are intended to guide:

- IT buyers in their pursuit of [market] that best meet the evolving needs across the organization
- Technology vendors as they evaluate the competitive and partnership landscape of the broad set of capabilities in the market

The data collection and validation methodology for IDC ProductScapes is described on the following slide.

IDC ProductScape Methodology

The IDC ProductScape provides technology buyers with a list of capabilities essential to the product, offering or service being provided by each vendor. IDC analysts follow the methodology below to develop the list of capabilities featured in this document.

- IDC analysts develop the inclusion criteria and definitions presented in this IDC ProductScape to help technology buyers understand technology or services scope and vendor offerings included.
- The offering capabilities listed are defined, identified, and validated through multiple channels such as demos, tech supplier briefings, tech buyer and user interviews, RFI or RFP reviews.
- Each offering's status is presented using the following categories:

 Full Support	 Partial Support	 Partner Provided	 Roadmap	 No Support
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- Note that unlike IDC MarketScape, an IDC ProductScape presents an offering's capabilities status rather than quantitative or qualitative assessment of capabilities or strategies.
- Final drafts of ProductScapes are reviewed with included tech suppliers for factual accuracy.
- Upon completion of the IDC ProductScape, the study in presentation format is published to IDC.com.

Configure, Price, Quote (CPQ) Market Definition

CPQ applications are software solutions that enable companies to efficiently configure products and services, execute pricing strategies, manage deal construction, and generate quotes for customers. These systems are particularly crucial in complex B2B sales environments where the accurate tailoring of offerings and pricing to customer needs can significantly impact sales success and operational efficiency.

By automating these aspects, CPQ solutions help streamline sales processes, reduce errors, maximize margins, and ensure consistency across transactions. Since CPQ applications are at the nexus selling strategy, product catalog, pricing, deal desk/approvals, and commerce, they must be capable of integrating with many adjacent applications (most notably an ERP and/or CRM) to provide a cohesive and intelligent sales processes.

Core Functionality:

- Configuration of products/services to meet customer specifications and lower errors.
- Dynamic pricing adjustment based on various factors including volume, customizations, and market conditions.
- Automated quote generation that reduces manual errors and speeds up the sales cycle.

CPQ ProductScape Segmentation

23 CPQ vendors were divided into 3 ProductScapes

Focus of this
ProductScape

CPQ's for Products – CPQs that have capabilities to automate configuring and selling tangible products across multiple channels. Core industries are manufactures, distributors, technology hardware.

Differentiating capabilities

- Supports large catalogs of SKUs with the ability to easily find products with text and image search.
- Supports visualizing part/assembly with 3D or augmented reality.
- Supports pick-to-order, make-to-order, configure-to-order, and/or engineer-to-order types.

CPQ's for Recurring Services – CPQs that have capabilities to automate configuring, selling, and renewing recurring services. Core industries are technology vendors, telecom, and IT services.

Differentiating capabilities

- Supports recurring pricing models (subscription, consumption/usage, token/credit models, ramps).
- Supports renewal workflows, including proration, amending and terminating existing contracts.

CPQ's for Professional Services – CPQs that have capabilities to automate scoping, planning, and pricing of a complex project leveraging skilled resources. Core industries are consulting, professional, and technology service providers.

Differentiating capabilities

- Supports professional services projects, workflows, and timelines (WBS), including finding and assigning resources to project phases.
- Supports pricing on personnel and role attributes, COLA adjustments, availability, travel, and associated discounts.

CPQ Functionality Overview

CPQ Application

Configure

- Find items fast
- Guided workflows
- Create solutions
- Recommend & cross-sell
- Compare offers

Price

- Product, recur, professional services pricing models
- Pricing and discount models
- Recommend and cross-sell

Quote

- Company branded
- Outputs: Order, Quote, BOM, SOW, CAD, Contract, etc.
- Approval workflows
- Interactive quote portals

- ❖ Sales Policy-Driven Automated Workflows (Rules-Based and/or Dynamic AI)
- ❖ Multichannel Salesperson-led or Self-serve via Digital Commerce
- ❖ Deal Management
- ❖ Reporting and Insights

Inclusion Criteria

- ✓ Vendors must fit into IDC's market definition of a CPQ, including capabilities of configuration, pricing, quoting, and administration.
- ✓ Vendors must have been offering CPQ applications for at least two years.
- ✓ Vendors' CPQ must be significantly focused on B2B

IDC Recommendations

CPQ applications are designed to make complex purchases easy, efficient, profitable, and error free, however each vendor has their own strengths and weaknesses (e.g., some are strong in C, but weaker in P and Q). Depending on your company's selling challenges, existing business systems, and needed automation, this ProductScape should help your company short list the best CPQ vendors for your needs and give you a start for creating your own RFI.

Consider these points during your search for a CPQ solution:

- Most CPQ applications can support complex configurations and pricing with APIs and no/low code visual workflow tools, so make sure vendors demonstrate how rule complexity can be managed post-implementation. In addition, make sure admins can easily create and manage rules using the provided no/low code tools before purchase.
- Approval workflows can be complex in some use cases, so make sure the CPQ application supports them.
- Most vendors have two primary pricing models – per user for personas using a UI (salespeople, partners, deal desk, etc), and consumption-based for digital transactions. If your company plans to use the CPQ for digital transactions, have a good understanding of current and future transaction volume for budgeting.
- Most vendors have or plan to release machine-learning and generative AI powered features in 2024. Ask your vendor about their AI plans to enable price optimization, intelligent automation, quote text generation, and guided selling/chat. As with all AI technology, inquire about the vendor's AI pricing, privacy, and ethics.
- If your quotes are commonly collaborative between employees, partners, and/or customers, look for vendors that offer interactive quote portals to speed the quoting and approval process.



Functionality Comparisons

Organization of Functional Comparison Slides

1. Foundational

- Adjacent Solutions Offered
- Types of Offerings that can be Quoted
- Implementation Capabilities
- Performance Capabilities
- Security/Privacy Capabilities
- Integrations into Business Systems
- Cloud, APIs, and Platform Extensibility
- Digital Commerce Support
- Catalog Management & Capabilities
- Channel Support Capabilities

2. Configure

- Guided Selling Workflow Capabilities
- Configure Capabilities

3. Pricing

- Pricing Capabilities
- Supported Pricing & Discount Models

4. Quote

- Quote Capabilities

5. Admin

- Deal Management
- Approval Capabilities
- Reporting, Analytics and Intelligence Capabilities

Note: Machine Learning & AI Capabilities are in Light Blue

Adjacent Solutions Offered	PROS	Salesforce	Tacton	Vendavo	Zilliant					
Billing/Subscription Billing	⊘	●	⊘	⊘	⊘					
Contract Management	⊘	●	⊘	⊘	⊘					
Digital Commerce	●	●	⊘	⊘	●					
Dunning/Collections/Retention	⊘	●	⊘	⊘	⊘					
Entitlement/Inventory	➡	⊘	⊘	⊘	⊘					
ERP/Accounting/PSA	⊘	⊘	⊘	⊘	⊘					
Incentive/Rebate Management	➡	●	⊘	●	●					
Order Management	➡	●	⊘	⊘	●					
Price Management	●	●	⊘	●	●					
Price Optimization	●	➡	⊘	●	●					
Product Catalog/PIM	●	●	⊘	⊘	●					
Revenue Recognition	⊘	●	⊘	⊘	⊘					

Types of Offerings That Can Be Quoted	PROS	Salesforce	Tacton	Vendavo	Zilliant					
Products sold transactionally (one time, perpetual)	●	●	●	●	●					
Products sold transactionally as pay-per use	●	●	●	◐	●					
Recurring services (e.g., digital subscriptions)	●	●	●	●	●					
Recurring Metered/Usage/consumption based services/products	●	●	●	●	●					
Recurring services (asset-based ordering)	●	●	●	●	●					
Professional Services (time & materials, milestone-based projects)	◐	●	◐	●	●					
Connectivity Services (mobile, IoT, 5G)	●	●	◐	●	⊘					
Multi-partner solutions (one consolidated order from products/services from multiple partners)	●	●	◐	●	●					
No-cost offerings/transactions	●	●	●	●	●					
Solution supports quoting transactional, recurring services, and professional services in one quote	●	●	●	●	●					

Pre-built Integrations Into Adjacent Business Systems	PROS	Salesforce	Tacton	Vendavo	Zilliant					
Accounting/ERP	●	●	◀	◀	●					
Channel Management	●	◀	◀	●	◀					
Contract Management & Document signing	◀	●	◀	●	◀					
CRM: Microsoft Dynamics	●	◀	●	●	●					
CRM: Other	◀	◀	◀	●	◀					
CRM: Salesforce	●	●	●	●	●					
Customer Success/Support	●	●	◀	⊘	◀					
Digital Commerce	●	●	●	◀	●					
Entitlement/Inventory	●	●	◀	◀	●					
Fulfillment	◀	●	◀	◀	⊘					
Order Management	◀	●	◀	◀	●					
Integration Middleware (MuleSoft, Boomi, etc.)	◀	●	◀	◀	●					

Pre-built Integrations Into Adjacent Business Systems (cont.)	PROS	Salesforce	Tacton	Vendavo	Zilliant					
Payments	Do Not Support	Full Support	Partner Provided	Partner Provided	Full Support					
PLM or CAD	Partner Provided	Partner Provided	Full Support	Partner Provided	Full Support					
Price Management/Optimization	Full Support	Partner Provided	Partner Provided	Full Support	Full Support					
Product Catalog/PIM	Full Support	Partner Provided	Partner Provided	Full Support	Full Support					
Revenue Operations	Full Support	Full Support	Partner Provided	Do Not Support	Partner Provided					
Subscription Management	Full Support	Full Support	Partner Provided	Do Not Support	Partner Provided					
Tax	Full Support	Partner Provided	Do Not Support	Full Support	Partner Provided					
Telecom BSS/OSS	Do Not Support	Full Support	Do Not Support	Do Not Support	Do Not Support					
if Telecom, is your solution TMForum (ODA, SID & APIs) and MEF Forum compliant?	Do Not Support	Full Support	Do Not Support	Do Not Support	Do Not Support					

Digital Commerce Support	PROS	Salesforce	Tacton	Vendavo	Zilliant					
Support self-service renewals by end-customers (including alerts via email and links to relevant websites)?										
Support out of the box shopping cart functionality?										
Support the tracking of orders online by end-customers?										
Have the ability to internally store order orchestration & management information (e.g. availability, shipment)										
Support "in flight", self-service order modification?										
Support asset-based ordering for managing re-occurring orders and renewals?										

Security/Privacy Capabilities	PROS	Salesforce	Tacton	Vendavo	Zilliant					
Is the solution certified for SSAE16 SOC 1 and 2?	●	●	●	●	⊘					
Is the company/solution HIPPA compliant?	●	●	⊘	⊘	⊘					
Is the company/solution CCPA (California Consumer Privacy Act) compliant?	●	●	⊘	●	●					
Is the solution ISO 27001 Certified?	●	●	●	●	⊘					

Catalog Management & Capabilities	PROS	Salesforce	Tacton	Vendavo	Zilliant					
Solution connects to multiple product catalogs and leverages the taxonomies (product categories, hierarchies) for descriptions, rules, pricing, etc.	●	●	●	●	●					
Solution has its own product catalog which can be used as a master. Supports data management to import and sync catalog data from other sources.	●	●	●	●	●					
Solution can syndicate configurable product data to multiple channels	●	◐	●	◐	●					
Solution integrates with MDM to use Master Data elements in product configuration.	◐	◐	●	●	●					
Solution integrates with ERP/Accounting to use Master Data elements in quotes (e.g., name, number, contract)	●	◑	●	●	●					

Channel Support Capabilities	PROS	Salesforce	Tacton	Vendavo	Zilliant					
Solution can create and support Partner Portals	●	●	●	◐	●					
Solution easily allows a sales person to finish a customer order started on ecommerce on behalf of the customer	●	●	●	◐	●					
Solution supports the tracking of orders online by end-customers	◑	●	◐	◑	●					

	PROS	Salesforce	Tacton	Vendavo	Zilliant					
Guided Selling Workflow Capabilities										
Solution has rules/workflow troubleshooting and auditing capabilities to test the outcomes before enabling them	●	●	●	●	●					
Solution supports quote collaboration - allowing multiple employees to easily collaborate on a quote	●	●	●	●	●					
Solution can dynamically change/skip guidance questions based on the needs of the product/bundle and existing knowledge of the customer	●	●	●	●	●					
Solution supports templated selling questionnaires to guide the salesperson/customer to the right products	●	●	●	●	●					
Solution has a visual & no code interface to configure automation workflows and rules	●	●	●	●	●					
Solution leverages AI/ML to make workflows more efficient based on historical success	◐	◐	➡	◀	◐					
Solution leverages Generative AI to create workflows and rules	●	◐	➡	➡	➡					
Solution has the ability to 'toggle out of' guided selling into direct selection of SKUs	●	●	●	●	●					
Solution can dynamically create bundles with incentives during the configuration process	●	⊘	⊘	●	●					

	PROS	Salesforce	Tacton	Vendavo	Zilliant					
Configure Capabilities										
Solution supports catalog search via image (product or barcode)	Do Not Support	Do Not Support	Full Support	Do Not Support	Full Support					
Solution has a comparison view to allow salespeople or customers via eCommerce portal to see differences in their choices and prices.	Full Support	Partial Support	Full Support	Partial Support	Full Support					
Solution has visuals that show the salesperson price scores for each item, visuals for comparing pricing from similar customers, and historical pricing trends.	Full Support	Partial Support	Future	Full Support	Future					
Solution can dynamically show quote changes and display new opportunities as items are added or changed	Full Support	Partial Support	Full Support	Full Support	Full Support					
Solution can leverage the catalog to derive requirements of adjacent systems/applications/products that must be considered during the configuration.	Full Support	Partial Support	Full Support	Full Support	Full Support					
Solution has the ability to show the salesperson historical purchases the customer has made, including how much they have used (usage or entitlement burndown)	Partial Support	Partial Support	Full Support	Partial Support	Partner Provided					
Solution supports self-service renewals by end-customers (including alerts via email and links to relevant websites)	Future	Partial Support	Partial Support	Partial Support	Future					
Solution can dynamically show quote performance impacts during the entire process, including margin, profit, commission, and forecasted revenue	Full Support	Partial Support	Full Support	Full Support	Full Support					
Solution leverages Generative AI to create quotes for a customer based on customer needs and corporate margin/profit goals	Future	Partial Support	Future	Future	Future					
Solution leverages Generative AI Chat to help guide a salesperson through a dynamic sales playbook	Future	Partial Support	Future	Future	Do Not Support					
Recommendations & Cross-selling Capabilities										
Solution can recommend actions for retaining the customer.	Full Support	Partial Support	Do Not Support	Partner Provided	Full Support					

	PROS	Salesforce	Tacton	Vendavo	Zilliant					
Configure Capabilities (cont.)										
Catalog driven recommendations	●	●	⊘	●	●					
Recommendations based on AI/ML analysis of historical purchases	●	◐	➡	◐	●					
Recommendations based on AI/ML analysis of historical purchases of peer companies in customer segment, location, or other attributes	●	◐	➡	◐	●					
Product Specific Capabilities										
Solution supports visualizing part/assembly in real-time 2D and 3D and can be rotated and viewed from multiple angles.	●	◐	●	◐	●					
Solution supports visualizing part/assembly in augmented reality	◐	◐	●	◐	◐					
Solution supports designing assembly in 3D, with features such as drag and snap into place, sketch, design rules & constraints which can reconfigure affected components.	◐	◐	●	◐	◐					
Solution can create/recommend dynamic offers based on inventory availability	●	●	●	●	◐					
Solution has integration into supply chain/inventory systems to pull the available to promise (ATP) inventory	◐	◐	●	◐	●					
Supported Configuration Order Types										
Pick to Order (PTO) - products are picked from a catalog and quoted	●	●	●	●	●					
Make to Order (MTO) - products are made after a order is quoted and a confirmed order is received	●	●	●	◐	●					

	PROS	Salesforce	Tacton	Vendavo	Zilliant					
Pricing Capabilities										
Solution creates win/loss probability based on price per item	●	◐	⌚	⚡	◐					
Solution has the ability to set different discounting rules for different types of SKUs	●	●	●	●	●					
Solution can apply pricing, offers, and promotions to individual accounts or inherited across a hierarchy via configurable business rules (personalized pricing)	●	◐	●	●	●					
Solution can import cost information and set pricing on net revenue or margin percentages	●	◐	●	●	●					
Solution has the ability to add third party costs to the quote for profitability	●	●	●	●	●					
Solution supports rule-based dynamic pricing	●	●	●	●	●					
Solution supports AI/ML based dynamic pricing and discounts?	●	◐	⌚	⚡	●					
Solution supports what-If scenario modeling with comparisons for price, margin, and cost	●	◐	●	●	●					
Solution has the ability to non-negotiated personalized pricing for ecommerce selling	●	◐	●	●	●					
Solution has the ability to set and display starting, floor, and/or target pricing for negotiated selling	●	●	●	●	●					
Solution has the ability to escalate to manager/partner if under floor pricing	●	●	●	●	●					

Supported Pricing & Discount Models Product Specific Pricing Capabilities	PROS	Salesforce	Tacton	Vendavo	Zilliant					
BOM Pricing	●	●	●	●	●					
Bottom line pricing	●	●	●	●	●					
Bundle Pricing	●	●	◐	●	◐					
Contracted pricing	●	●	●	●	●					
Discounting: line and group	●	●	●	●	●					
Discounting: volume, compound, proportional	●	●	●	●	●					
Formula pricing	●	●	●	●	●					
Goal/Margin seek pricing	●	●	●	●	●					
Leader-follower pricing	●	◐	⊘	●	●					
Model Base Pricing	●	◐	●	◑	●					
Override net pricing	●	●	●	●	●					
Part Base Pricing	●	●	●	●	●					

	PROS	Salesforce	Tacton	Vendavo	Zilliant					
Quote Capabilities										
Solution supports master templates and can manage the versions in one view	●	◐	●	◐	⊘					
Solution supports drag/drop quote/order templates	●	●	●	●	⊘					
Solution can produce a branded Statement of Work (SOW) and Bill of Materials	●	●	●	●	●					
Solution leverages Generative AI to create a customized quote and proposal text that pulls in relevant info and insights from the quote?	➡	◐	➡	➡	⊘					
Solution supports mass quote changes across selected quotes/orders/contracts	●	◐	◐	●	◐					
Solution supports a quote portal to for digital interactive quotes (web-app vs. static document)	●	◐	●	●	●					
Product Specific Capabilities										
Solution can produce engineered prices, generative 2D & 3D CAD models and CAD drawings	●	◑	●	◑	◑					
Solution supports dynamic content creation (creation of documents, formatting, tables, etc.)	●	◐	●	●	●					

	PROS	Salesforce	Tacton	Vendavo	Zilliant					
Deal Management										
Solution has a deal approval interface for personas who approve discounting/non-standard Ts & Cs	●	●	●	●	●					
Solution can evaluate and score the deal against price rules, margin goals/rules and highlight which items are over discounted/underpriced	●	◐	●	●	●					
Solution can perform a cost-to-serve analysis for quick deal viability to identify and mitigate risks	●	◐	●	●	●					
Solution can evaluate the deal relative to prior deals with the same customer (last price paid)	●	◐	➡	⚠	●					
Solution can forecast revenue of the deal with AI/ML and suggest price and discount changes to maximize revenue and margins	●	◐	➡	⚠	●					
Solution have Integrated analytics charts that review profitability and display within a price waterfall chart and other visuals	●	●	⊘	⚠	●					

Approval Capabilities	PROS	Salesforce	Tacton	Vendavo	Zilliant					
Solution has the ability to define conditional approval workflows to dynamically route approval team/sequencing and capture dispositions/feedback	●	●	●	●	●					
Solution provides an mobile-friendly interface for approvals and counter offers	●	◐	●	●	◐					
Solution supports approval hierarchies and groups and can automate approval chains	●	●	●	●	●					
Solution can customize approval processes with approval triggers, user groups, user permissions, and sequences	●	●	●	●	●					
Solution support automated forwarding/escalating approvals if no action is taken with a time period	◐	●	●	◐	◐					
Solution has a configurable deal approval process to ensure the right person is alerted of a price exception with an easy feedback process.	●	●	●	●	●					
Solution has visual low/no code document automation flows to move the quote to Document Signing/CLM and Order Management systems	◑	●	●	◐	◑					
Solution has the ability to set different discounting rules & approval levels for different types of products/SKUs, all of which may be in the same deal.	●	●	●	●	●					
Solution has the ability to route different SKUs on the same quote to different approval paths	◐	◐	◑	●	●					
Solution has a dashboard to show current approval state/approver for each in-process submitted quote	●	●	●	●	●					
Solution supports overall deal approval (from Deal Desk, etc.) in addition to the line item level	●	◐	●	●	●					
Solution has ability to route approvals for a given deal in parallel or in sequence, depending on the business need	◐	●	●	●	●					

	PROS	Salesforce	Tacton	Vendavo	Zilliant					
Reporting, Analytics and Intelligence Capabilities										
Solution can analyze past & failed deals and learn from them to adjust guidance, workflows, or pricing	●	◐	➡	➡	●					
Solution supports Generative AI analytics queries	➡	◐	⊘	➡	➡					
Solution can report on bid-to-win ratio or quote-win conversions	➡	●	⊘	◐	●					
Solution can provide the reasons quotes are rejected	◐	●	⊘	●	●					
Solution can visualize profitability and analyze deal performance with quote performance & waterfall charts	●	●	⊘	●	➡					



Vendor Profiles

Company: Zilliant

Vendor Details	Solution Description	Key Differentiators (vendor reported)
Solution Name Zilliant CPQ	Zilliant streamlines intricate quoting procedures, reducing deal cycles and enhancing the purchasing journey. Tailored specifically for the manufacturing sector, it excels in generating precise quotes for intricate configurations, employing guided selling and dynamic AI-driven pricing mechanisms. Zilliant simplifies the customer experience through seamless integrations, interactive visualizations, and self-service purchasing options, contributing to a more streamlined buying process. Zilliant's focus on data-driven insights empowers manufacturers to make informed pricing decisions and optimize their quoting strategies.	1. Bidirectional integration into SAP's ERP and can be integrated to any ERP. Manufacturers can use ERP data in their sales process, from inquiry to order and through after-sales. The SAP integration is bidirectional, meaning data is not only consumed by Zilliant but can also be created directly in SAP ERP for sales quotes, sales orders, and material creation.
CPQ Solution Launch Year 2012		2. An user experience that incorporates interactive 2D/3D visualization, guided selling, and pricing guidance.
Target Customer Size Enterprise		
Top 3 Industries Served Manufacturing, Distribution, Healthcare/Life Sciences		
Typical Payback Time 4 - 6 months		
Example Customers Statishlo, Hillrom, JTEKT		3. Ability to streamline self-service and eCommerce purchases through a robust online product configurator, catalogue and self-service solutions. Additionally, Zilliant enables customers to deliver comprehensive and easy to use B2B portals for partner, dealer, distributors and aftersales.
CPQ Customer Estimate 100+		
Solution Details		
Solution offering model:	Zilliant offers SKUs and editions across the portfolio but also includes the ability for an ELA across all of our technology.	
Platform solution pricing model:	Zilliant prices our products based on edition, per user, and other usage metrics such as orders or revenue under management depending on the capabilities used.	
Languages out of the box:	3	



Appendix

Related Research

Document Title	Document Number	Publication Date
IDC Market Glance: Pricing Ecosystem, 1Q24	US51489923	Mar 2024
IDC Innovators: Price Optimization for Usage and Recurring Revenue Models, 2024	US51624124	Mar 2024
How Much Have Customers Moved to a Cloud-Based Configure Price Quote Solution, and What Are Their Plans for the Future?	US50627624	Mar 2024
How Will AI Impact Monetization?	US50628024	Dec 2023
IDC MarketScape: Worldwide Enterprise B2B Digital Commerce Applications 2023–2024 Vendor Assessment	US49742523	Dec 2023
IDC MarketScape: Worldwide B2B Digital Commerce Applications for Midmarket Growth 2023–2024 Vendor Assessment	US50625723	Dec 2023
IDC MarketScape: Worldwide Enterprise Headless Digital Commerce Applications 2024 Vendor Assessment	US50626423	Jun 2024
IDC Market Glance: Payments, Sales, Revenue Generation and Protection for Digital Commerce, 2Q24	US52314124	Jun 2024



Mark Thomason, Sr. Research Director, Digital Business Models and Monetization
Heather Hershey, Research Director, Digital Commerce



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