BIGCOMMERCE

Now Available: B2B Edition CPQ



Starting on March 3, 2025, B2B Edition users now have access to Configure Price Quote (CPQ): the new back-end workflow for creating and processing sales quotes. CPQ makes it easier than ever for your sales staff to flexibly and efficiently build quotes for your buyers.

What's new with B2B Edition quotes?

Previously, the Add/Edit Quote page required users to enter quote information in a specific order before submitting it to the buyer. With CPQ, we've added the following features to help your sales team to save time and meet buyers' needs:

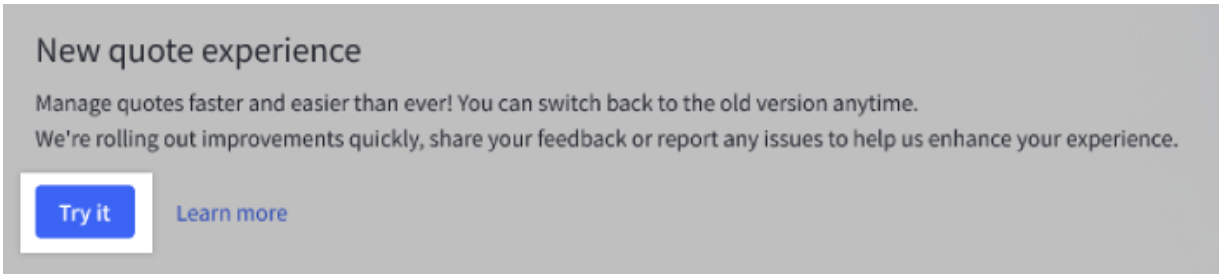
- All fields can be viewed and configured at any point of the quoting process, allowing users to implement their own ideal workflow.
- Users can create new Company accounts from within the quote, allowing you to build new B2B relationships and get them started with your business in one place.
- The Add/Edit Quote page is now mobile-optimized, allowing sales staff to easily create quotes on the go from any device.
- Each user can manage how they want the quote to display and function to communicate more clearly with their buyer.
- Users can now edit existing quotes without clicking additional buttons, eliminating unnecessary steps between viewing a quote and making changes.

- Quotes can be converted into orders with a few clicks, streamlining the process of purchasing quotes on behalf of your buyers.

These features take the time and effort out of building customized offers for your clients so that your sales team can focus on the important things — like nurturing their leads and relationships.

Using B2B Edition CPQ

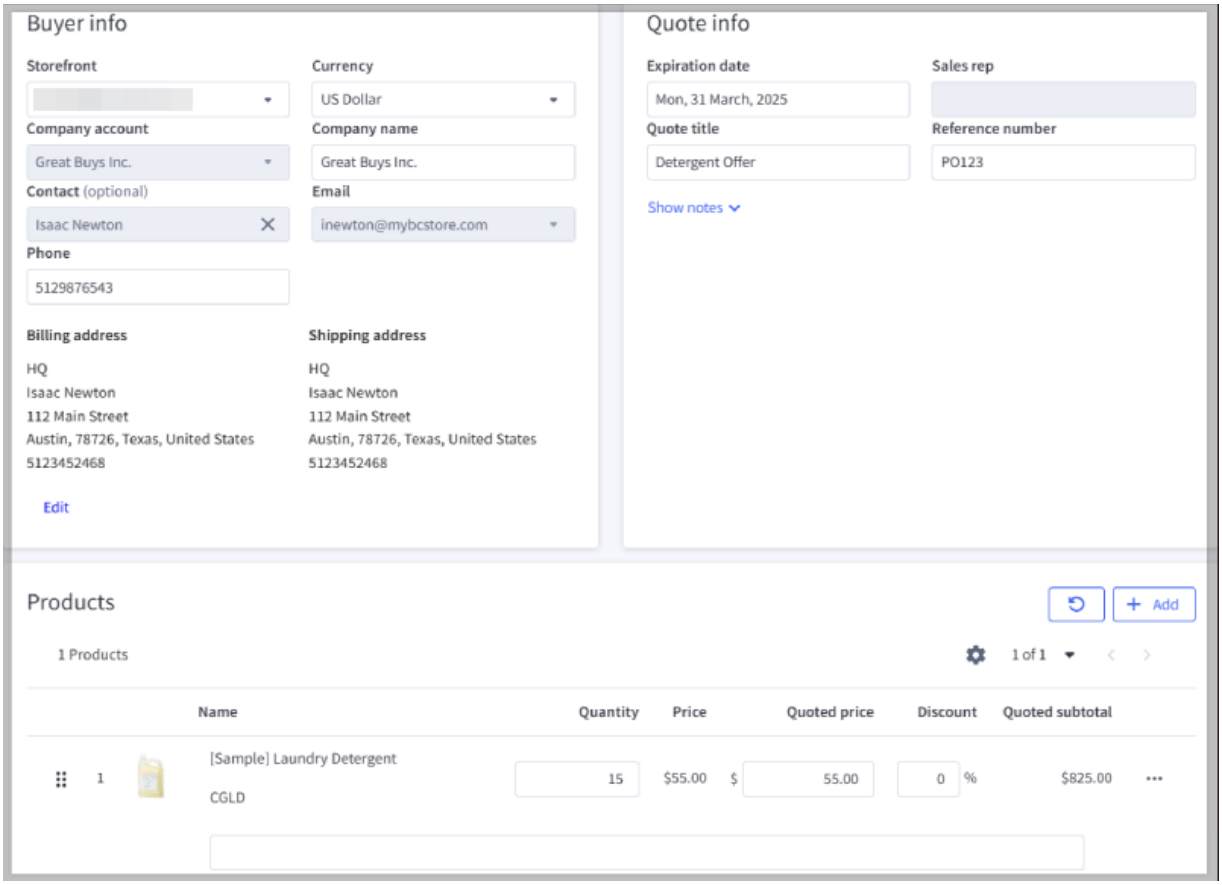
To start taking advantage of the features available with CPQ, go to the **Quotes** area of your B2B Edition control panel and click **Try it** in the banner at the top of the page. Make sure to save any pending changes on the quote before switching. These features are available for stores using the legacy storefront experience and the Buyer Portal experience.



You can now start creating new quotes. Certain information is pre-filled in by default, such as your store's default currency, the assigned sales rep, and the preset expiration window, but you can fill in the rest of the quote fields in any order.

Growing your high-volume or established business?
Start your 15-day free trial, schedule a demo or give us a call at 1-866-581-4549.

BIGCOMMERCE

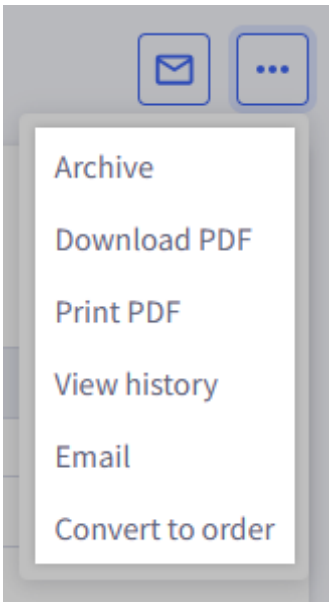


Note that while these changes improve how you view and interact with sales quotes, existing quote information **is not** changed unless you edit it yourself.

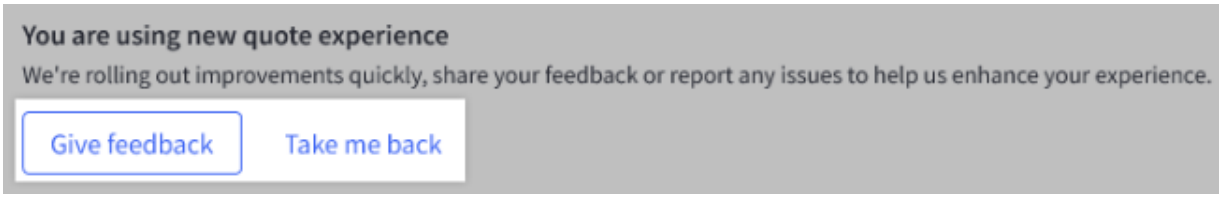
After entering or updating the quote information, you can submit it to your buyer or save it as a draft to pick up later. Additionally, B2B Edition quotes support a variety of management actions, like sending the buyer an email notification, messaging a buyer directly from within the quote, manually converting it into an order, or archiving it to prevent purchases.

Growing your high-volume or established business?
Start your 15-day free trial, schedule a demo or give us a call at 1-866-581-4549.

BIGCOMMERCE



To submit feedback or report issues while using CPQ, click **Give feedback** at the top of the page while creating or editing a quote. If you need to revert to the legacy quoting experience for any reason, click **Take me back** after saving changes on your quote. You can switch between experiences at any time.



Visit our Help Center on March 3 for new information regarding the updated quoting experience.

The final word

For B2B businesses, having an efficient and frictionless workflow is as important as providing your B2B clients with precisely-tailored sales quotes. B2B Edition provides the tools you need to meet your buyers' needs while giving you the freedom to curate quotes your way at every step of the process. Try the refreshed sales quote experience of CPQ today!

Growing your high-volume or established business?
Start your 15-day free trial, schedule a demo or give us a call at 1-866-581-4549.

BIGCOMMERCE