

# **Global Configure, Price, Quote (CPQ) Application Suites Market - Premium Insight, Competitive News Feed Analysis, Company Usability Profiles, Market Sizing & Forecasts to 2025**

<https://marketpublishers.com/r/G588868BE465EN.html>

Date: July 2019

Pages: 117

Price: US\$ 3,449.00 (Single User License)

ID: G588868BE465EN

## **Abstracts**

The Global Configure, Price, Quote (CPQ) Application Suites Market is expected to grow from USD 621.56 Million in 2018 to USD 1,690.67 Million by the end of 2025 at a Compound Annual Growth Rate (CAGR) of 15.36%.

The positioning of the Global Configure, Price, Quote (CPQ) Application Suites Market vendors in FPNV Positioning Matrix are determined by Business Strategy (Business Growth, Industry Coverage, Financial Viability, and Channel Support) and Product Satisfaction (Value for Money, Ease of Use, Product Features, and Customer Support) and placed into four quadrants (F: Forefront, P: Pathfinders, N: Niche, and V: Vital).

The report deeply explores the recent significant developments by the leading vendors and innovation profiles in the Global Configure, Price, Quote (CPQ) Application Suites Market including are Apttus Corporation, Autodesk Ltd., Oracle Corp., PandaDoc Inc., Salesforce.com Inc., Accenture, Inc., Apparound, CloudSense Ltd, ConnectWise, FPX, LLC., Intelligent Quoting, PROS, SAP SE, Tacton Systems AB, Vendavo, Inc., and Zuora Inc..

On the basis of Component, the Global Configure, Price, Quote (CPQ) Application Suites Market is studied across Approval & Authorization Workflows, Pricing Engines, Proposal Generators, Quoting Systems, and Rules or Constraint Engines.

On the basis of End-User, the Global Configure, Price, Quote (CPQ) Application Suites Market is studied across Large Enterprises and SMEs.

On the basis of Business Model, the Global Configure, Price, Quote (CPQ) Application Suites Market is studied across B2B and B2C.

On the basis of Deployment, the Global Configure, Price, Quote (CPQ) Application Suites Market is studied across On-Cloud and On-Premise.

On the basis of Industry, the Global Configure, Price, Quote (CPQ) Application Suites Market is studied across Automotive & Transport, Business & Finance, Chemicals & Materials, Consumer Goods & Services, Energy & Natural Resources, Food & Beverage, Government & Public Sector, Healthcare, Manufacturing & Construction, Military Aerospace & Defense, Pharmaceuticals, and Telecommunications & Computing.

For the detailed coverage of the study, the market has been geographically divided into the Americas, Asia-Pacific, and Europe, Middle East & Africa. The report provides details of qualitative and quantitative insights about the major countries in the region and taps the major regional developments in detail.

In the report, we have covered two proprietary models, the FPNV Positioning Matrix and Competitive Strategic Window. The FPNV Positioning Matrix analyses the competitive market place for the players in terms of product satisfaction and business strategy they adopt to sustain in the market. The Competitive Strategic Window analyses the competitive landscape in terms of markets, applications, and geographies. The Competitive Strategic Window helps the vendor define an alignment or fit between their capabilities and opportunities for future growth prospects. During a forecast period, it defines the optimal or favorable fit for the vendors to adopt successive merger and acquisitions strategies, geography expansion, research & development, new product introduction strategies to execute further business expansion and growth.

#### Research Methodology:

Our market forecasting is based on a market model derived from market connectivity, dynamics, and identified influential factors around which assumptions about the market are made. These assumptions are enlightened by fact-bases, put by primary and secondary research instruments, regressive analysis and an extensive connect with industry people. Market forecasting derived from in-depth understanding attained from future market spending patterns provides quantified insight to support your decision-making process. The interview is recorded, and the information gathered in put on the

drawing board with the information collected through secondary research.

The report provides insights on the following pointers:

1. **Market Penetration:** Provides comprehensive information on sulfuric acid offered by the key players in the Global Configure, Price, Quote (CPQ) Application Suites Market
2. **Product Development & Innovation:** Provides intelligent insights on future technologies, R&D activities, and new product developments in the Global Configure, Price, Quote (CPQ) Application Suites Market
3. **Market Development:** Provides in-depth information about lucrative emerging markets and analyzes the markets for the Global Configure, Price, Quote (CPQ) Application Suites Market
4. **Market Diversification:** Provides detailed information about new products launches, untapped geographies, recent developments, and investments in the Global Configure, Price, Quote (CPQ) Application Suites Market
5. **Competitive Assessment & Intelligence:** Provides an exhaustive assessment of market shares, strategies, products, and manufacturing capabilities of the leading players in the Global Configure, Price, Quote (CPQ) Application Suites Market

The report answers questions such as:

1. What is the market size of Configure, Price, Quote (CPQ) Application Suites market in the Global?
2. What are the factors that affect the growth in the Global Configure, Price, Quote (CPQ) Application Suites Market over the forecast period?
3. What is the competitive position in the Global Configure, Price, Quote (CPQ) Application Suites Market?
4. Which are the best product areas to be invested in over the forecast period in the Global Configure, Price, Quote (CPQ) Application Suites Market?
5. What are the opportunities in the Global Configure, Price, Quote (CPQ) Application Suites Market?
6. What are the modes of entering the Global Configure, Price, Quote (CPQ) Application Suites Market?

## Contents

### 1. PREFACE

- 1.1. Objectives of the Study
- 1.2. Market Segmentation & Coverage
- 1.3. Years Considered for the Study
- 1.4. Currency & Pricing
- 1.5. Language
- 1.6. Stakeholders

### 2. RESEARCH & FORECASTING

- 2.1. Research Methodology
  - 2.1.1. Research Process
  - 2.1.2. Research Framework
  - 2.1.3. Research Reliability & Validity
  - 2.1.4. Research Assumptions
- 2.2. Forecasting Methodology
- 2.3. Research Outcome
  - 2.3.1. 360iResearch Competitive Strategic Window
    - 2.3.1.1. Leverage Zone
    - 2.3.1.2. Vantage Zone
    - 2.3.1.3. Speculative Zone
    - 2.3.1.4. Bottleneck Zone
  - 2.3.2. 360iResearch FPNV Positioning Matrix
    - 2.3.2.1. 360iResearch Quadrants
      - 2.3.2.1.1. Forefront
      - 2.3.2.1.2. Pathfinders
      - 2.3.2.1.3. Niche
      - 2.3.2.1.4. Vital
    - 2.3.2.2. Business Strategy
      - 2.3.2.2.1. Business Growth
      - 2.3.2.2.2. Industry Coverage
      - 2.3.2.2.3. Financial Viability
      - 2.3.2.2.4. Channel Support
    - 2.3.2.3. Product Satisfaction
      - 2.3.2.3.1. Value for Money
      - 2.3.2.3.2. Ease of Use

- 2.3.2.3.3. Product Features
- 2.3.2.3.4. Customer Support

### **3. EXECUTIVE SUMMARY**

- 3.1. Outlook in the Configure, Price, Quote (CPQ) Application Suites Market
- 3.2. Opportunities in the Configure, Price, Quote (CPQ) Application Suites Market

### **4. PREMIUM INSIGHT**

#### 4.1. Market Connectivity

#### 4.2. Market Dynamics

##### 4.2.1. Drivers

4.2.1.1. Need to automate the lifecycle of the quoting and proposal process and minimize errors in pricing, quoting, and orders

4.2.1.2. Increasing demand of sales departments to accelerate the sales process by improving quote accuracy and customer relations

4.2.1.3. Reduce the time of your sales cycle and improved customer satisfaction

##### 4.2.2. Restraints

4.2.2.1. Limited standalone usability in complex quoting and configuration processes

##### 4.2.3. Opportunities

4.2.3.1. Built in integration with existing CRM tools

4.2.3.2. Subscription-based pricing model

##### 4.2.4. Challenges

4.2.4.1. Privacy and security concern

4.2.4.2. Learning curve and limited available templates

#### 4.3. Porter's Five Forces Analysis

4.3.1. Threat of New Entrants

4.3.2. Threat of Substitutes

4.3.3. Bargaining Power of Customers

4.3.4. Bargaining Power of Suppliers

4.3.5. Industry Rivalry

#### 4.4. Industry Trends

4.4.1. Pricing Analysis & Trend

### **5. GLOBAL CONFIGURE, PRICE, QUOTE (CPQ) APPLICATION SUITES MARKET, BY COMPONENT**

#### 5.1. Overview

- 5.2. Market Sizing & Forecasting
- 5.3. Approval & Authorization Workflows
- 5.4. Pricing Engines
- 5.5. Proposal Generators
- 5.6. Quoting Systems
- 5.7. Rules or Constraint Engines

## **6. GLOBAL CONFIGURE, PRICE, QUOTE (CPQ) APPLICATION SUITES MARKET, BY END-USER**

- 6.1. Overview
- 6.2. Market Sizing & Forecasting
- 6.3. Large Enterprises
- 6.4. SMEs

## **7. GLOBAL CONFIGURE, PRICE, QUOTE (CPQ) APPLICATION SUITES MARKET, BY BUSINESS MODEL**

- 7.1. Overview
- 7.2. Market Sizing & Forecasting
- 7.3. B2B
- 7.4. B2C

## **8. GLOBAL CONFIGURE, PRICE, QUOTE (CPQ) APPLICATION SUITES MARKET, BY DEPLOYMENT**

- 8.1. Overview
- 8.2. Market Sizing & Forecasting
- 8.3. On-Cloud
- 8.4. On-Premise

## **9. GLOBAL CONFIGURE, PRICE, QUOTE (CPQ) APPLICATION SUITES MARKET, BY INDUSTRY**

- 9.1. Overview
- 9.2. Market Sizing & Forecasting
- 9.3. Automotive & Transport
- 9.4. Business & Finance
- 9.5. Chemicals & Materials

- 9.6. Consumer Goods & Services
- 9.7. Energy & Natural Resources
- 9.8. Food & Beverage
- 9.9. Government & Public Sector
- 9.10. Healthcare
- 9.11. Manufacturing & Construction
- 9.12. Military Aerospace & Defense
- 9.13. Pharmaceuticals
- 9.14. Telecommunications & Computing

## **10. GLOBAL CONFIGURE, PRICE, QUOTE (CPQ) APPLICATION SUITES MARKET, BY GEOGRAPHY**

- 10.1. Overview
- 10.2. Market Sizing & Forecasting
- 10.3. Americas
  - 10.3.1. Overview
  - 10.3.2. Market Sizing & Forecasting
  - 10.3.3. Argentina
  - 10.3.4. Brazil
  - 10.3.5. Canada
  - 10.3.6. Mexico
  - 10.3.7. United States
- 10.4. Asia-Pacific
  - 10.4.1. Overview
  - 10.4.2. Market Sizing & Forecasting
  - 10.4.3. Australia
  - 10.4.4. China
  - 10.4.5. India
  - 10.4.6. Japan
- 10.5. Europe, Middle East & Africa
  - 10.5.1. Overview
  - 10.5.2. Market Sizing & Forecasting
  - 10.5.3. France
  - 10.5.4. Germany
  - 10.5.5. Italy
  - 10.5.6. Spain
  - 10.5.7. United Kingdom

## 11. COMPETITIVE LANDSCAPE

11.1. 360iResearch FPNV Positioning Matrix for Global Configure, Price, Quote (CPQ)

Application Suites Market

11.2. Market Vendor Ranking Analysis for Global Configure, Price, Quote (CPQ)

Application Suites Market

11.3. Competitive News Feed Analysis for Global Configure, Price, Quote (CPQ)

Application Suites Market

## 12. COMPANY USABILITY PROFILES

12.1. Apttus Corporation

12.1.1. Overview

12.1.2. Strategy

12.1.3. SWOT

12.2. Autodesk Ltd.

12.2.1. Overview

12.2.2. Strategy

12.2.3. SWOT

12.3. Oracle Corp.

12.3.1. Overview

12.3.2. Strategy

12.3.3. SWOT

12.4. PandaDoc Inc.

12.4.1. Overview

12.4.2. Strategy

12.4.3. SWOT

12.5. Salesforce.com Inc.

12.5.1. Overview

12.5.2. Strategy

12.5.3. SWOT

12.6. Accenture, Inc.

12.7. Apparound

12.8. CloudSense Ltd

12.9. ConnectWise

12.10. FPX, LLC.

12.11. Intelligent Quoting

12.12. PROS

12.13. SAP SE



12.14. Tacton Systems AB

12.15. Vendavo, Inc.

12.16. Zuora Inc.

## **13. APPENDIX**

13.1. Discussion Guide

13.2. Top Reports

13.2.1. Global Crane Rental Market - Premium Insight, Competitive News Feed Analysis, Company Usability Profiles, Market Sizing & Forecasts to 2025

13.2.2. Global Computer Vision Market - Premium Insight, Competitive News Feed Analysis, Company Usability Profiles, Market Sizing & Forecasts to 2025

13.2.3. Global Payment Gateway Market - Premium Insight, Competitive News Feed Analysis, Company Usability Profiles, Market Sizing & Forecasts to 2025

13.2.4. Global B2B Travel Market - Premium Insight, Competitive News Feed Analysis, Company Usability Profiles, Market Sizing & Forecasts to 2025

13.2.5. Global Varicose Vein Treatment Devices Market - Premium Insight, Competitive News Feed Analysis, Company Usability Profiles, Market Sizing & Forecasts to 2025

13.3. Author Details

## I would like to order

Product name: Global Configure, Price, Quote (CPQ) Application Suites Market - Premium Insight, Competitive News Feed Analysis, Company Usability Profiles, Market Sizing & Forecasts to 2025

Product link: <https://marketpublishers.com/r/G588868BE465EN.html>

Price: US\$ 3,449.00 (Single User License / Electronic Delivery)

If you want to order Corporate License or Hard Copy, please, contact our Customer Service:

[info@marketpublishers.com](mailto:info@marketpublishers.com)

## Payment

To pay by Credit Card (Visa, MasterCard, American Express, PayPal), please, click button on product page <https://marketpublishers.com/r/G588868BE465EN.html>

To pay by Wire Transfer, please, fill in your contact details in the form below:

First name:  
Last name:  
Email:  
Company:  
Address:  
City:  
Zip code:  
Country:  
Tel:  
Fax:  
Your message:

**\*\*All fields are required**

Customer signature \_\_\_\_\_

Please, note that by ordering from marketpublishers.com you are agreeing to our Terms & Conditions at <https://marketpublishers.com/docs/terms.html>

To place an order via fax simply print this form, fill in the information below

and fax the completed form to +44 20 7900 3970