



# Experlogix CPQ

for Microsoft Dynamics 365

## Smarter Selling Starts with a Unified CPQ for Dynamics 365

*Streamline complex quoting with native CRM + ERP integration*

Experlogix CPQ, purpose-built for Microsoft Dynamics 365 CE, Finance & Operations and Business Central, empowers sales teams to produce fast, accurate quotes using real-time data from across your CRM and ERP systems. With our deep native integration leveraging our innovative Cloud Connect framework, you can empower your teams to sell confidently, quote faster and deliver on time.

# Key Benefits

## 1. Sales & Systems, Finally in Sync

Empower sellers inside Dynamics CE with instant access to ERP data like inventory, pricing, BOMs, substitutions, and contract terms—all without leaving their workspace. This unified view eliminates guesswork, reduces errors and speeds up the path to revenue for your sales team

## 2. Accurate Forecasting

With quotes and opportunities aligned to ERP data in real time, sales forecasts become more reliable and actionable.

## 3. Immersive, Embedded Experience

Experlogix CPQ is fully embedded in the Dynamics 365 UI (CE, F&O, BC), giving users a seamless experience without duplicate logins, windows, or systems. The result: greater user adoption, improved productivity, and a more unified digital experience for the team.

## 4. Better Approval Workflows

Flexible sales and engineering approvals can be triggered within Dynamics 365 and Microsoft Teams, ensuring fast routing and actions that are traceable, keeping momentum on deals by reducing bottlenecks.

## 5. Faster Quote-to-Cash

Integrated BOMs and configuration logic from ERP mean faster build-out of complex quotes, shorter approval cycles, and streamlined handoffs to production and fulfillment.

# Why Integration Matters More Than Ever

Many CPQ vendors claim to work with Dynamics. But few are actually integrated. It's more of an interface – a button on a screen – rather than actual integration.

CPQs that claim D365 integration often rely on external interfaces, separate user interfaces, or middleware that introduces data lag, errors, and a disconnected user experience.

Experlogix CPQ, by contrast, embeds directly inside Dynamics and connects across CE, F&O, and BC via Experlogix Cloud Connect—a proprietary integration engine that enables real-time, bi-directional data synchronization to any entity in Dynamics.

# Experlogix Cloud Connect: The Integration Edge

Cloud Connect is our proprietary engine that powers seamless, scalable integration between Dynamics CE, F&O, BC and Experlogix CPQ. Highlights include:

- **Bi-directional data flow** keeps customer, pricing, and product data in sync in real time
- **Instantly access D365 data** like pricing, inventory, product availability
- **Align approval workflows across departments** – sales, engineering, finance and fulfillment
- **Faster implementations**—no middleware or heavy customizations required
- **Lower total cost of ownership**—fewer integration headaches, simpler updates

## Why Leading Dynamic Customers Choose Experlogix CPQ

Whether you're a manufacturing company configuring thousands of parts, a high-tech firm selling solutions across global regions, or a services organization delivering custom engagements — Experlogix CPQ helps you:

- Deliver complex quotes with precision
- Shorten Sales cycles
- Scale operations across teams and geographies
- Maximize your investment in Microsoft Dynamics 365.

## Ready to Get Started?

Experlogix CPQ is the most trusted CPQ solution for Microsoft Dynamics 365. Backed by decades of experience, hundreds of successful implementations, and a Microsoft Preferred ISV designation, we help your sales teams sell faster, smarter, and more profitably.

