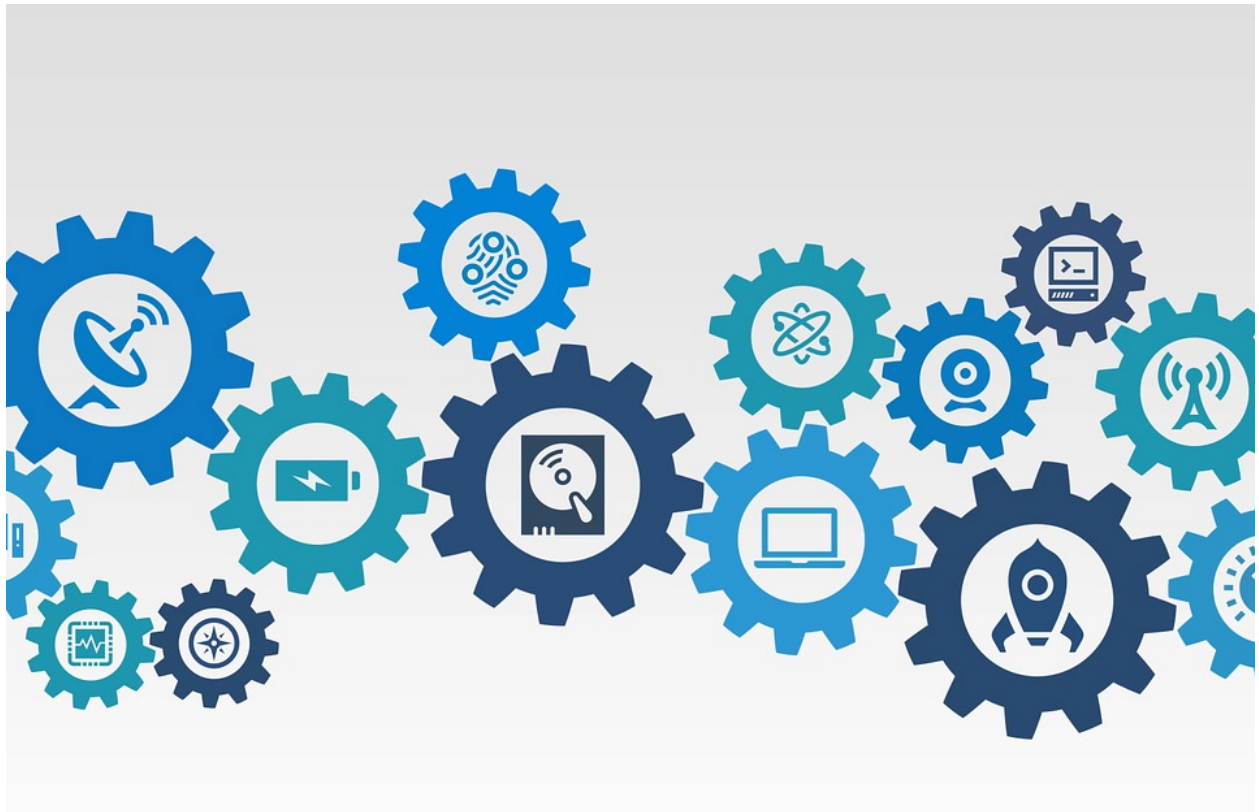# List of CPQ Vendors & System Integrators

Note: The List of CPQ Vendors below is NOT complete. There are many more so in addition to checking Reports from Research Firms (e.g. Gartner, Forrester, IDC) you may also want to check what local CPQ specialists offer as well and what users say about different CPQ applications at Software Review Sites like G2.com, capterra.com, trustradius.com, featuredcustomers.com, getapp.com and many others . If no Partner Resources are mentioned below that doesn't mean they have no Partners but that no Partners are listed on their website.

0-9

3D Source

3Dimerce

A

Acatec Software

ACBIS

Advanced Software Concepts (ACS)

Apparound

Artifi

Atlatl Software

B

Bagaar

Blackcurve

Bit2Win

BillingPlatform

C

Camos Software

Cadenas Partsolutions

CAS Software AG

Centralio

CDS Visual—a Dover company

Channelcentral — a 360 Insights company

ChikPea

Cincom

CIS Configurator

CloudSense

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Combeenation

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ConfigAir

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KBMax–an Epicor company

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Netformx

Netcracker Technology (NEC)

NetSuite CPQ (former Verenia)

O

Okinlab

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S

SaaSteps

SAE Applications for Digitalization

Salesforce Revenue Cloud

SAP

ScaleFluidly

Sculptor CPQ

Semantic Systems

servicePath

Signature IT

Solidify

Sposea

Synoptive

T

Tacton

Techform CPQ

Threekit

Twikit

V

Variantum Oy

Veloce Apps

Vendavo

Vendori

Verifone CPQ

Viamedici Software

Virtutec BV

Vloxq

W

Wapice

X

Xait

Y

Yagna

Z

ZeroLight

Zimit – a Workday Company

Zuora

Zywave

Additional helpful Resources

3D Source

Website: 3dsource.com

Vendor Size: 11–50 employees

Notes: 3D Source creates photorealistic 3D content, software, and tools for the manufacturing industry. The company offers 3D modeling, 3D animation, 3D texturing, custom 3D interactive software and 3D configurators.
They are based in Chicago, IL.

3Dimerce

Website: www.3dimerce.com

Vendor Size: 11–50 employees

Notes: 3Dimerce is a 3D agency specializing exclusively in digital product customization for high-end clients all over the world. Their services are completely focused on building visually complex product configurator solutions for bespoke products.

ACBIS

Website: www.acbis.de

Vendor Size: 11–50 employees

Notes: Company is based in Germany and offers 2D, 3D capabilities. They have 130+ customers and 10,000 users

ERP Partners & System Implementation Partners: abas Software AG, abas System GmbH, Asseco GmbH, Mait GmbH, Cpro IoT Connect GmbH. infor Global Solutions GmbH, Psipenta GmbH, Sage bäurer GmbH

CAD and Visualization Partners:
Reitec GmbH, ObjectCode GmbH

Acatec Software (acquired by Revalize)

Website: www.acatec.de

Vendor Size: 11–50 employees

Notes: Procad acquired a majority stake in Acatec March 2021. Acatec is based in Germany and offers 3D capabilities, an offline configurator, SAP integration and more for customers in the german speaking countries (Germany–Austria–Switzerland)

Advanced Software Concepts (ASC)

Website: www.ascnet.com

Vendor Size: 11–50 employees

Notes: Based in Canada, this provider is mostly focused on contract management and contract lifecycle capabilities but offers also a CPQ solution

Multiple Partners – check this link for more info

Apparound

Website: www.apparound.com

Vendor Size: 51–200 employees

Notes: Company is based in Italy and works with large

Tier 2 and 3 Telecommunication customers, as well as Utilities, Media and other industries (mainly in Europe, but they are expanding to North America). They offer an offline configurator and gamification techniques in their product.

They have Reseller Partners & Affiliate Partners

Artifi

Website: www.artifilabs.com

Vendor Size: 51–200 employees (only 3 on LinkedIn)

Notes: Based in Wisconsin, this company has developed a customization engine that works with any eCommerce platform.

Development & Marketing Partners

AmericanEagle.com , Blue Acorn, Digital Operative, Dunn Solutions Group,

Ecommerce Partners, ExpandLab, Perficient, Redstage, Swarming Technology, Lauglin Constable, Lightburn, Blue Door Consulting

Technology Partners:
Apparel Business Systems (ABS), Bright Stores, CV3, Inriver, LiquidPixels

Atlatl Software (now focused only on visualization, no more CPQ)

Website: www.atlatlsoftware.com
Vendor Size: 51-200 employees
Notes: Specializes in 3D Visual CPQ for complex B2B manufacturing (particularly Engineered to Order), offers marker-less Augmented Reality capabilities, smart-solution CPQ selling platform.

Bagaar

Website: www.bagaar.be
Vendor Size: 11-50 employees
Notes: Bagaar is an interactive design bureau. Their products and services include general digital solutions, interfaces, 3D configurators, digital sales tools, and the Internet of Things. Bagaar is based in Belgium

Bit2Win

Website: www.bit2win.com
Vendor Size: 11-50 employees
Notes: This company is headquartered in Rome, Italy. The company was founded in 2011 and offers a 100% native Salesforce CPQ Solution for these industries Telco, Energy & Retail

BillingPlatform

Website: billingplatform.com

Vendor Size: 51–200 employees

Notes: BillingPlatform offers a cloud monetization platform that automates quote to cash processes with a concentration on billing. In addition to various forms of billing and subscription billing they offer basic CPQ capabilities since early 2021. For more complex CPQ requirements they partner with Conga.

Blackcurve

Website: www.blackcurve.com

Vendor Size: 11–50 employees

Notes: This UK company was founded in the spring of 2016 and provides first and foremost price management software solutions for eCommerce RetailerS They received seed funding in February 2018 and March 2019

Partners: They offer a Referral and Reseller Program

Camos Software

Website: www.camos.de

Vendor Size: 51–200 employees

Notes: Company is based in Germany and has ~ 200 clients. Camos is focused on the manufacturing industry in Europe, mostly D–A–CH, and has a number of large and reputable reference customers in this area. They also offer visualization an integration with SAP.

Partners: APICON, BearingPoint, UDS,

Cadenas Partsolutions

Website: www.partsolutions.com

Vendor Size: 51–200 employees

Notes: Company is based in Ohio and provides an interactive Product Configurator that can generate part numbers, 3D previews, 2D drawings, PDF sales sheets and output to 100+ CAD formats. They are focused on industrial manufacturers.

CAS Software AG

Website: www.cas.de

Vendor Size: 201–500 employees

Notes: Company is based in Karlsruhe, Germany. They claim to be the leading German provider of CRM solutions for small and medium-sized enterprises and also offer a configurator solution (Merlin and for Aviation)

CDS (Catalog Data Solutions) Visual (a Dover Company)

Website: www.cdsvisual.com

Vendor Size: 1–50 employees

Notes: CDS Visual was acquired by Dover in July 2021. CDS offers visual (2D, 3D) and virtual (AR) solutions for CPQ Solution Providers like Oracle, SAP, Apttus and FPX (now part of Revalize). CDS Visual has strong integration capabilities with multiple CAD tools and helps to align Sales & Engineering Teams. They focus on Sales and Channel Sales Users

Partners: PTC Partner Network, Topspot Internet Marketing, Avatar, Marketing Metrics Corp, ROC Commerce

Centralio

Website: centralio.com

Vendor Size: 1–10 employees

Notes: This company is based near Montreal, Canada and is planning to launch their CPQ Solution in the summer of 2022. The solution is focused on online and quoting platforms for B2B companies with a dealer/distributor network and Small and Medium Businesses (SMB).

Channelcentral (now part of 360 Insights)

Website: www.channelcentral.net

Vendor Size: 11–50 employees

Notes: Channelcentral was acquired by 360insights, a company based in Toronto, Canada, in May 2021. They provide customer solutions for selling highly configurable IT products online, usually within a traditional web store.

Channelcentral delivers services (CPQ applications or data services) as a complete outsourcing solution, supports the commercial goals of IT Manufacturers and IT Channel Partners. The company is headquartered in the UK.

ChikPea

Website: www.chikpea.com

Vendor Size: 11–50 employees

Notes: Native to Salesforce.com the company is focused on the telecom industry. They offer complex billing capabilities, pricing models, bundling, trouble-ticketing, location management and hierarchical summary invoicing. The company is based in San Francisco, CA.

Cincom

Website: www.cincom.com

Vendor Size: 501–1000 employees

Notes: Cincom was founded in 1968 and offers numerous solutions beside CPQ. These solutions work with MS Dynamics AX, MS Dynamics CRM and Salesforce and are focused on complex manufacturing. Since 2019 they also offer a cloud-based CPQ Solution "CPQSync". Their headquarters are in Cincinnati, OH and they have offices around the globe.

Strategic Partners: eBECS, I.B.I.S. Inc, Tribridge, uxc Eclipse, Western Computer, MicroChannel, Object Consulting, P&L

Channel Partners: Barry Wehmiller International, Crestwood Associates, concerto cloud services, dynamicweb, HCL, HSO, intellig8, Pinnacle, Razoredge, SAGlobal, Tata Consultancy Services, Vertical Solutions, exelerate, Advanced Energy Advisors, proMX, Eleven K.S.

CIS Configurator

Website: www.cisconfigurator.com

Vendor Size: 11–50 employees

Notes: Offers web-based and on premise software for configuration and quote management. The solution targets small business owners that want to increase

accuracy and reach of their sales channels. They have a solution for SAP and Sage ERP users, The firm is headquartered in Lake Forest, IL.

CloudFirst Labs

Website: cloudfirstlabs.com
Vendor Size: 2–10 employees
Notes: This is a Salesforce System Integrator & ISV Partner that has developed a Salesforce native CPQ Solution called "Agile Quote". The solution is focused on P & Q and the team thinks that customers should be able to implement the solution themselves. They have their office in Tampa, FL and are privately funded.

CogentShift

Website: cogentshift.com
Vendor Size: 2–10 employees
Notes: This is a Salesforce native CPQ Solution that is focused on SMB's and Enterprises. The company was founded in 2019 and is based in the UK. They offer an integration with CDS Visual to visualize product configurations.

CloudSense

Website: www.cloudsense.com
Vendor Size: 201–500 employees
Notes: Specialized in the Telecommunication Industry, based in the UK, Product is build on SFDC platform. They have offices around the globe and received a large funding round in November 2017.

Partners:
Salesforce platinum ISV Partner, incognito, Accenture, Tech Mahindra, NTT Data, Deloitte, Tata Consultancy Services, Cognizant, EI Technologies, Infosys, Methods Digital, System Partners, Adobe, Google Double Click, goTransverse, Comptel, Xactly

Combeenation

Website: www.combeenation.com

Vendors Size: 1-10 employees

Notes: Combeenation is an Austrian company that is focused on getting customizable products of almost any kind into e-commerce. The company is deeply rooted in scientific networks. Their goal is to create a next generation of "configurator for configurators".

Combinum

Website: www.combinum.com

Vendor Size: 1-10 employees

Notes: Based in Sweden (as In-Process Sweden AB) they offer a web based configurator focused on manufacturing companies. The solution has a build-in graphics module

Partners:

In-process Sweden AB, Combinum Consultancy, CDM Tecnoconsulting SpA, CIMWORKS

Compusoft

Website: www.compusoftgroup.com

Vendor Size: 501-1000 employees

Notes: This company provides specialized CPQ Software for Windows & Doors, Kitchen & Bath and Furniture Industries. The company has multiple office locations in Europe as well as in South Africa and Australia. Compusoft is a portfolio company of TA Associates.

compat.io

Website: www.compat.io

Vendor Size: 11-50 employees

Notes: Founded by former Gartner Analyst Tim Baynes compat.io is based in Springfield, MO. They have received multiple rounds of outside funding and offer a product recommendation solution that increases per-transaction revenue and

reduces the cost of product returns. The solution is used in eCommerce environments where they improve the omni-channel retail experience for specific products. The solution is expected to include a configuration solution in the future.

ConfigAir

Website: www.configair.com

Vendor Size: 11–50 employees

Notes: Founded by a team of experts who helped HP/Compaq to setup their first web store, offers 2D/3D/AR/VR visualization for SAP Configuration customers. They have offices in the USA and the Czech Republic.

Configit

Website: www.configit.com

Vendor Size: 51–200 employees

Notes: Based in Denmark their solution is used for complex products (e.g. Industrial Machinery, Automotive, HVAC). One of their strengths is CLM (Configuration Lifecycle Management) and they organize an event every year around this topic

System Integrator Partners:

Infosys, Tata Consultancy Services, SolutionSpace, CGI, DLP, eLogic, itelligence, corevist, IDconsult, sybit, CPQ, coolshop,

Alliance Partners:

SAP, Microsoft, Solidworks, asug, Unity, Salesforce, VDMA, Prostep IVIP

Configur8or

Website: www.configur8or.com

Vendor Size: 1–10 employees

Notes: Based in the UK, focus is on manufacturing, services and reseller companies

Configura

Website: www.configura.com

Vendor Size: 51-200 employees

Notes: Based in Sweden, product configurator is focused on furniture/space planning and kitchen industry

Partners:

see this link

Configuratori

Website: www.configuratori.com

Vendor Size: 11-50 employees

Notes: This company is based in Milan, Italy and offers System Integration Services as well as bespoke configuration solutions. They provides professional services for Engineering Intent, Siemens Rulestream and others.

Configurator Solutions

Website: www.configuratorsolutions.com

Vendor Size: 11-50 employees

Notes: Configurator focused on manufacturers of engineered-to-order (ETO) products & equipment such as control valves, safety valves, pumps, gauges etc. Over 8000 users globally

Conga (previously Apttus)

Website: conga.com

Vendor Size: 1001-5000 employees

Notes: Enterprise level Quote-to-Cash including CLM and CPQ Solutions. Apttus acquired Conga in 2020 and decided to change its name to Conga. The CPQ Product is build on the SFDC platform but also available for Microsoft CRM. The latest product is the Contract Lifecycle Management Cloud.

Partners:

see this link

Connectbase

Website: www.connectbase.com

Vendor Size: 51–200 employees

Notes: This is a B2B SaaS company was founded in 2015 and is focused on the connectivity industry (i.e. Network Availability, Network Discovery)

CSG

Website: www.csgi.com

Vendor Size: 1001–5000 employees

Notes: CSG acquired DGIT Systems and with it their CPQ Solution. This Solution offers capabilities for configuration, price, quote, order management, and monetization (billing) for Communication Service Providers (Telecom Industry)

D3 Technologies

Website: https://www.teamd3.com/solutions/design-sales-automation/hub/637/

Vendor Size: 51–200 employees

Notes: Based in Springfield, MO they are an Autodesk Platinum Partner and Authorized VAR that also offers a CPQ Solution. Their CPQ offer is called "Ruler" and targets manufacturers.

dealhub.io

Website: www.dealhub.io

Vendor Size: 51–200 employees

Notes: Based in Israel, they are a Sales Engagement Platform. This means they offer interactive content sharing, real-time engagement analytics, CPQ, Document generation, Contract Management and redlining and an e-signature solution. They have short implementation times that typically don't require IT involvement . They were formerly called Valooto.

Derwid

Website: www.derwid.com

Vendor Size: 11–50 employees

Notes: The company is headquartered in Villach, Austria and has offices in Germany and Switzerland. They focus on visual configuration (3D, photographic configuration). They main business focus is to simplify company communications with their EDI solution.

Dextara Digital

Website: www.dextara.com

Vendor Size: 51–200 employees

Notes: The company is offering System Integrator Services for Salesforce CPQ (Salesforce Revenue Cloud) and Salesforce Industries and they offer a proprietary CPQ Solution called Dextara CPQ that is build on the Salesforce Lightning platform. The company founder has over 20 years of business experience in a global company and is focused on growing the company mostly on the SI side at this time.

DigiFabster

Website: digifabster.com

Vendor Size: 11–50 employees

Notes: DigiFabster is a Sales Automation company that is focused on the manufacturing industry, especially custom manufacturing businesses. Their solution features an online quoting tool and the ability to upload CAD files.

Driveworks

Website: www.driveworks.co.uk

Vendor Size: 11–50 employees

Notes: Company is based in the UK and offers CPQ functionality with 2D/3D models and an integration with Solidworks. They are also a Microsoft Partner.

EAS GmbH

Website: www.eas-solutions.de

Vendor Size: 1-10 employees

Notes: Based in Germany with a focus on machine manufacturing, special purpose machine manufacturing and plant engineering and construction

Partners:

see this link

Elfsquad

Website: www.elfsquad.io/en/

Vendor Size: 11-50 employees

Notes: Elfsquad is headquartered in the Netherlands and focused on the manufacturing industry. Many within their team come from the manufacturing industry and they also have a number of experienced AI resources.

Encoway

Website: www.encoway.de

Vendor Size: 51-200 employees

Notes: Company is based in Germany and offers solutions that are integrated with Microsoft, SAP and Salesforce. They are also a Microsoft and Salesforce Partner. The team is focused on complex manufacturing solutions and offers also an in-house visual solution. Encoway is part of the Lenze Group.

Engineering Intent

Website: www.engineeringintent.com

Vendor Size: 11-50 employees

Notes: Engineering Intent offers an EPQ (Engineering, Price, Quote) Solution that is called "Knowledge Bridge" which is targeted toward medium sized engineering and manufacturing companies. The solution includes also 2D and 3D capabilities.

ePlan

Website: www.eplan.co.uk

Vendor Size: 501–1000 employees

Notes: EPLAN Software & Service is a global supplier of fully integrated CAE software products for electrical, fluid power, instrumentation and process control, and enclosure systems. They are in the US and in the UK and focused on mechatronic configuration

Partners:

Friedhelm Loh Group, Rittal, Cideon, Rockwell Automation, Siemens PLM Software, Mitsubishi Electric, Phoenix Contact, Festo, Schneider Electric, Beckhoff, B&R, Microsoft (Gold certified), LappKabel, PLM Portal, CAD.DE, Cadenas

Excelacom

Website: www.excelacom.com

Vendor Size: 501–1000 employees

Notes: Excelacom provides consulting services and a Software Platform solution (Century) that includes a CPQ Solution that is targeted towards Telecom customer as well as Healthcare and others. The company has offices worldwide and has HQ in Reston, VA

Experlogix (acquired e-Con Solutions)

Website: www.experlogix.com

Vendor Size: 51–200 employees

Notes: Built on MS .NET technology, offers CPQ for MS products, Netsuite, Infor and Salesforce. Their product is available on-premise, on-demand, via portals and off-line. Experlogix acquired e-Con Solutions (based in the Netherlands) in 2020. A combined solution from both teams is expected later in 2021. eCon claimed to have over 500 customers and multiple office in the US (Atlanta, Seattle, Columbus) and in Australia (Bayswater).

Partners:

see this link

Expedite Commerce

Website: www.expeditecommerce.com/home

Vendor Size: 11–50 employees

Notes: Expedite Commerce was founded in 2008 and is based in Ft. Worth, Texas. The Solution is 100% native to the Salesforce platform and includes CPQ, eCommerce and Billing products.

Etiya

Website: www.etiya.com

Vendor Size: 501–1000 employees

Notes: Headquartered in the Netherlands this independent Software Vendor is focused on the Telecommunication Industry. They offer a CRM and a CPQ Solution and have functionality to support order, contract negotiation and more.

Flexpricer (for Salesforce)

Website: flexpricer.com

Vendor Size: 2–10 employees

Notes: Headquartered in the UK this independent Software Vendor and Salesforce Consulting Company offers 3 products. Their high-end product is called Flexpricer CPQ and includes basic CPQ, subscriptions, up-sell, cross-sell capabilities etc. Their medium product is called Flexpricer Boost and includes basic Product Configuration capabilities (no nested configs). Their beginner product is Flexpricer for Salesforce 360 which includes guided selling, bundling etc.

GenAlpha Technologies

Website: genalpha.com

Vendor Size: 11–50 employees

Notes: Company is a company comprised of aftermarket experts and is focused on working with manufacturing companies. They offer the following products as part of their Equip 360 Solution: eCommerce, eCatalog, Analytics, Warranties,

RMA (Return Material Authorization) and since February 2022 also a Product Configurator.

GoCloudz

Website: www.gocloudz.com

Vendor Size: 2–10 employees

Notes: Company is based in India and offers two basic, native SFDC, CPQ apps (CPQ/Product Bundle, Quote PDF)

Hansen Technologies (acquired Sigma Systems)

Website: www.hansencx.com

Vendor Size: 1001–5000 employees

Notes: The former Sigma Systems CPQ is now HansenCPQ and is focused on Telecommunication, Media and High Tech Industries. The solution is available on the Salesforce platform as well as on Microsoft Dynamics. The company's headquarters are in Toronto, Canada.

Partners:

see this link

Helioz Technologies

Website: www.helioztechnologies.com

Vendor Size: 11–50 employees

Notes: Helioz Technologies is based in Cincinnati, OH and develops and implements Product Configuration Solutions. They also offer a Price and Delivery Module, and visual capabilities like 2D/3D and integration with CAD Data.

Hive CPQ

Website: www.hivecpq.com

Vendor Size:11–50 employees

Notes: Company was founded in 2016 and is based in Belgium. They focus is on Manufacturing & Distribution Industries (e.g. doors, windows). The company experiences strong growth and is expanding rapidly

Partners: Brainstorming, emakers, GroeiVersnellers, Scalefactory, Veltion

Hubspot

Website: www.hubspot.com/products/sales/cpq

Vendor Size:5001-10000 employees

Notes: Hubspot has started offering a basic CPQ Solution for free if additional functionality in their premium editions of Sales Hub and Service Hub are used. This CPQ Solution integrates with Hubspot CRM, Xero, Oracle NetSuite, Quickbooks and includes basic product configuration, pricing and quoting capabilities and a native payment feature.

IBM Sterling

Website: www.ibm.com/us-en/marketplace/cpq-software

Vendor Size: 10,000+ employees

Notes: IBM acquired Sterling Commerce in 2010. The product is now integrated into Watson commerce. Their focus is on manufacturers and distributors

Partners:
See here

Ignite Technologies

Website: www.ignitetech.com

Vendor Size: 51-200 employees

Notes: The SalesBUILDER solution provides build-to-order (BTO) and engineer-to-order (ETO) capabilities for complex configurations. Solution is used by High-technology manufacturers, telecoms, automotive and service companies.

INDG

Website: indg.com

Vendor Size: 51-200 employees

Notes: A Marketing and Advertising firm that has CGI specialists that help brands and their agencies digitize whole portfolios and make them exciting for customers.Their virtual 3D Room Designer app lets users build, restyle and redecorate their rooms in real time using furniture, flooring and wall colors. They have offices in Amsterdam, Bucharest and New York.

Infor CPQ

Website: www.infor.com/solutions/cpq/

Vendor Size: 10,000+ employees

Notes: Infor acquired TDCI in 2013, focus is on manufacturers and distributors, CPQ is integrated in complete Infor solution offering

Partners:
See this link

In Mind Cloud

Website: www.inmindcloud.com

Vendor Size: 51-200 employees

Notes: With offices in Asia and Europe plus representatives in the US this Company offers a CPQ solution that is embedded in their "light" CRM as well as a new eCommerce Solution. Focus is on customers in Manufacturing, Electrical, Engineering, High-Tech and B2B Services.

Go-to-Market Partners:
itelligence, maihiro, knack systems, SAP

Technology Partners:
Nanyang Technological University, Singapore Management University, SAP

iQuoteXpress

Website: www.iquotexpress.com

Vendor Size: 11-50 employees

Notes: Company is based in California and provides on demand , sales quotation and relationship management with product and service configuration

KBMax (now Epicor CPQ)

Website: see here
Vendor Size: 11-50 employees
Notes: KBMax was acquired by Epicor in May 2021. The company offers a full CPQ Solution including a workflow engine, 3D, CAD automation and more. They integrate off-the-shelf with Salesforce, Autodesk, Solidworks, PTC Creo and Epicor. They focus on complex manufacturing use cases.

Partners:
see this link

Kugamon

Website: kugamon.com
Vendor Size: 11-50 employees
Notes: They are a financial application and focused on Salesforce for Quote-to-Cash, order management and billing functionality and also offer a CPQ solution with integrated eSignature and Payments integration. The solution is based on Salesforce Lightning and they have added many features and functions over the last 12 months.

Klaro CPQ

Website: www.klarocpq.fi
Vendor Size: 2-10 employees
Notes: This startup company out of Finland offers the first open source CPQ Solution developed with the Symfony framework. Klaro CPQ is part of TX.company. While Klaro CPQ was founded in 2019 they have 15 years of experience with sales process digitalization focused on complex technical sales.

Lino GmbH

Website: www.lino.de
Vendor Size: 11-50 employees
Notes: This company is based in Germany and helps with design automation, sales and product configuration, system configuration, 3D CAD and 3D

visualization. They are also a Tacton Partner and help to integrate CAD, PDM, PLM, ERP, CRM, Web, eCommerce or mobile devices with Tacton software.

Partners:
See this link (German only!)

Liquid Frameworks (now part of ServiceMax)

Website: www.liquidframeworks.com

Vendor Size: 51–200 employees

Notes: Liquid Frameworks was acquired by ServiceMax in July 2021. The team is based in Houston, Texas and focuses on the Oil & Gas Industry. They offer online & offline CPQ capabilities. Their Product is a mobile field operations management solution that provides companies in the oilfield industrial and environmental services. This includes, quotes, price books and more.

Partners:
see this link

logik.io

Website: www.logik.io

Vendor Size: 11–50 employees

Notes: logik.io was founded in 2021 and has the same founders as BigMachines (now Oracle CPQ Cloud). The solution has been built according to Salesforce's needs to address medium to complex configurations on the Salesforce platform.

Luxent

Website: luxent.com

Vendor Size: 11–50 employees

Notes: Their iQ Configure, Price, Quote solution (offered for Salesforce & Netsuite) offers advanced estimating and quoting solutions for manufacturers and distributors

Marxent

Website: www.marxentlabs.com

Vendor Size: 51–200 employees

Notes: Company offers a Product Configuration Solution that includes visual CPQ, Augmented Reality, Virtual Reality and 3D solutions for home furnishings, building products and homebuilding industries plus an ecommerce solution

Masterstream ERP

Website: www.masterstreamerp.com

Vendor Size: 11–50 employees

Notes: This software development company is based in southern California and is focused on telecom businesses. They offer an ERP solution for Providers as well as Agents & Master Agents. Plus, they offer a telecom centric CPQ Solution.

MyCustomizer

Website: mycustomizer.com

Vendor Size: 11–50 employees

Notes: MyCustomizer is a Canadian company that helps customers to engage in design-your-own experiences through photorealistic product visualization technology that lets users apply colors, textures, logos, pictures, text, and components

Netcracker – a NEC Company

Website: www.netcracker.com

Vendor Size: 5001–10000 employees

Notes: Netcracker is a wholly owned subsidiary of NEC Corporation and offers an "intelligent Sales Automation" that includes a CPQ Solution for the telecom industry.

NetformX

Website: www.netformx.com

Vendor Size: 51–200 employees

Notes: Their SalesXpert product allows the creation of networking and data

center configurations and proposals. They are headquartered in the Bay Area, USA with offices around the globe and offer multi-vendor solutions for Enterprise customers. Their focus is on IT Solution Providers.

Partners:

They offer Alliance Partnerships

Okinlab

Website: www.okinlab.com

Vendor Size: 11-50 employees

Notes: Okinlab is a laboratory for architecture and design, specializing in digital "freeform design engineering" and digital "design to production" processes. The Company is based in Germany.

OneCPQ

Website: www.onecpq.com

Vendor Size: 2-10 employees

Notes: OnceCPQ is a Salesforce native CPQ Solution developed by BizTBaa Inc. which is based in Mississauga, Ontario and in Tamil Nadu, India. This is a low-cost solution and may be available on other platforms than Salesforce as well. The company was founded in 2006.

Oracle CPQ Cloud

Website: www.oracle.com/applications/customer-experience/cpq/

Vendor Size: 10,000+ employees

Notes: Oracle acquired BigMachines in 2013, that product is now called Oracle CPQ Cloud and used for complex engineering rules. Oracle still has its "original" configurator. Oracle CPQ Cloud is one of the largest vendors in this area and they have a comprehensive product offering.

Partners: Accenture, pwc, Deloitte, Tata Consultancy Services, Keste, Walpole Partnership, Simplus, PierceWashington and many more. Check this link to find more partners.

Orisa

Website: www.orisa.de

Vendor Size: 11–50 employees

Notes: Based in Germany, they are focused on manufacturers in engineering, automobile, and automation industries. They offer CRM & CPQ solutions based on their own technology and SAP VC/IPC. Their Crealis 3D product offers 3D Product Visualization

PandaDoc

Website: www.pandadoc.com

Vendor Size: 201–500 employees

Notes: PandaDoc is based in the San Francisco Bay Area and provides a basic CPQ solution for SMB customers as part of their all-in-one software that includes document creation, Pricing tables and catalogs, integrations into CRM, workflows, eSignatures and more

Pega Systems

Website: www.pega.com

Vendor Size: 1001–5000 employees

Notes: Their Pega CPQ for communications provides CPQ capabilities. It is available on premise and in the cloud. The product works with other Pega applications.

Partners:

see this link

Picario

Website: www.picario.com

Vendor Size: 11–50 employees

Notes: Based in the Netherlands they offer an e-Commerce visualization engine that allows a user to display every product in any possible color and fabric based on one picture. They are part of the Lucrasoft ICT Group.

Pricefx

Website: www.pricefx.eu

Vendor Size: 201–500 employees

Notes: Headquartered in Germany with offices in the Czech Republic, Switzerland and the US, this company is focused on Price Analysis, Price Optimization etc. They are now also an SAP Gold Partner. While most of their products are focused on pricing they also offer a CPQ Solution (Quoteconfigurator). They received multiple funding rounds already.

Partners: see this link

PROS

Website: www.pros.com

Vendor Size: 1001–5000 employees

Notes: PROS acquired Camelon Software in 2013. While Cameleon provided them CPQ capabilities they were historically focused on advanced pricing capabilities. PROS employs numerous Data Scientists and counts many Airline, travel industry and many other industries with advanced pricing requirements to their customers. Their headquarters are in Texas with offices in Europe and Australia.

Partners: see this link

Protosure

Website: protosure.io

Vendor Size: 11–50 employees

Notes: Provus was founded in 2021 and is focused on its services quoting solution which is Salesforce native and for B2B enterprise customers. They integrate with some Professional Service Automation (PSA) out of the box and closed a Series A funding round in 2022. The team has offices in the USA and India

Provus

Website: www.provusinc.com

Vendor Size: 11-50 employees

Notes: Provus was founded in 2021 and provides a salesforce native services quoting solution called the Provus Services Quoting Cloud. The company received a Series A funding round of $12 million in July 2022. Their solution includes capabilities for estimating costs for services projects, allows the setup of what-if scenarios for services, enables realtime collaboration and enables rule optimization through AI. Their headquarters are in San Jose, CA and they have additional offices in Chennai and Pune in India.

Partners: see this link

PSQuote

Website: www.psquote.com

Vendor Size: 2-10 employees

Notes: PSQuote was founded in 2021 and is based in Front Royal, Virginia. They offer a CPQ Solution for companies that sell Professional Services. The solution connects with Salesforce on the CRM side as well as to Professional Service Automation (PSA) solutions.

Partners: CLD Partners

Quadriceps Products

Website: www.quadriceps.nl

Vendor Size: 2-10 employees

Notes: This company is based in the Netherlands and offers a web based configurator that supports 2D and 3D drawings. The product is called QMaze

Quosal (ConnectWise)

Website: www.connectwise.com/quosal-now-connectwise-sell

Vendor Size: 1001-5000 employees

Notes: Quosal is now called ConnectWise. Focus is on Quotes and Proposals, industry focus is on IT Services, Audio-Visual Companies and to a lesser degree Manufacturing

Quootz BV

Website: www.quootz.nl/en

Vendor Size: 11–50 employees

Notes: Based in the Netherlands and focused on the Benelux countries, they offer a web–based configurator. They are focused on medium to large manufacturing customers and offer beside product configuration also eSignature, workflow and visualization capabilities.

Quotewerks (Aspire Technologies)

Website: www.quotewerks.com

Vendor Size: 11–50 employees

Notes: Aspire Technologies has a large number of standard integrations (55+) to 3rd party products. Their top selling product is QuoteWerks and they are focused on the small and medium market. The company is based in Orlando, Florida.

Partners: see this link

Qwilr

Website: qwilr.com

Vendor Size: 11–50 employees

Notes: Qwilr was founded in 2014 and is based in Sydney, Australia. They offer a document design and automation tool as well as some basic CPQ capabilities. The company received funding and generally interested and open to partner with full CPQ Vendors

Revalize

Website: www.revalizesoftware.com

Vendor Size: 201–500 employees

Notes: Revalize was founded by TA Associates in June 2021 and is focused on Manufacturers (mostly SMB). Revalize provides solutions for CPQ, PIM, visualization, and data analytics. At this point they acquired multiple CPQ Solutions like AutoQuotes including /Axonom, FPX, ConfigureOne, BCA Tech,

Sofon. Acquisitions are expected to continue and so will contain more solutions going forward. All acquired firms still have their own websites.

RevOps

Website: www.revops.io

Vendor Size: 1–50 employees

Notes: RevOps is a quote-to-cash solution startup that was founded in 2018 and is based in San Francisco, CA. They are really focused on pricing and received some seed money and another round in October 2021 ($5M)

Revssales

Website: www.revv.so

Vendor Size: 51–200 employees

Notes: This startup company is based in Bangalore, India with an office in the San Francisco Bay Area. They offer a SaaS based Deal Management solution with a CPQ component. Their deal desk software provides enhanced visibility into deals, helps with deal approvals and predicts which deals will see challenges. It allows collaboration across multiple teams for "last-mile" deal closure.

Rockwell Automation

Website: is here

Vendor Size: 10,000+ employees

Notes: Company is based in Wisconsin, USA and focused on Industrial Automation and Manufacturing

Partners:

see this link

SaaSteps

Website: www.saasteps.com

Vendor Size: 11–50 employees

Notes: Company was founded in 2017 and offers solutions for eCommerce, CPQ-SPQ (Select Price Quote), Billing, Renewals, payment processing, Revenue Management. They mention Cisco as one of their key customers. Their key

differentiator is that they want to standardize not customize, this approach is meant to reduce the solution implementation considerably.

SAE Applications for Digitalization

Website: www.sae-portal.de/en/
Vendor Size: 11-50 employees
Notes: Company was founded in 1998 and is currently led by the second generation. They offer a CPQ Solution, a visual CPQ Solution, a PLM Solution and more. The company is based in Bavaria, Germany and has a solid integration with SAP products.

Salesforce Revenue Cloud (inc Salesforce Industries)

Website: www.salesforce.com/products/quote-to-cash/overview/
Vendor Size: 10.000+ (no separate numbers for CPQ, Billing Vlocity are published!)
Notes: Salesforce has two CPQ Solutions (Salesforce CPQ + Vlocity) and a Billing Solution which are offered in the Salesforce Revenue Cloud. Salesforce CPQ (former Steelbrick) was acquired by Salesforce in Dec 2015. The solution is build on the Salesforce platform and considered the default solution for Salesforce customers. In addition to CPQ Salesforce also offers a Billing Module. They have numerous Partnerships with other CPQ Vendors to cover areas that they do not focus on. Salesforce is the fastest growing CPQ Vendor!
Vlocity is also build on the Salesforce platform and focused on large and complex Telecom, Media, Insurance, Public Sector and Energy Industries. They offer, beside CPQ, many other applications for Sales Professionals

Partners
See this link.

SAP (acquired CallidusCloud)

Website: www.sap.com/products/sales-configurator-cpq.html

Vendor Size: 10,000+ employees

Notes:.SAP is used across all industries and offers a variety of product configuration, pricing and quoting tools which includes Variant Configuration (LO-VC), Advanced Variant Configuration (AVC), Internet Pricing Configurator (IPC), Sales Solution Configurator (SSC) and SAP CPQ (former Callidus Cloud)

SAP has Partnerships with a number of CPQ Vendors like Pricefx, FPX, Vendavo, PROS and Sposea. In January 2018 they acquired CallidusCloud (SPM & CPQ). CallidusCloud was well known for commission capabilities that were integrated with CPQ (if Callidus Commissions were used). SAP keeps working to integrate the various configuration solutions as needed.

Partners see this link

ScaleFluidly

Website: scalefluidly.com

Vendor Size: 2-10 employees

Notes: ScaleFluidly was founded in 2022 and is privately funded. They offer a product called "QuoteCX" which offers a "unified commerce platform for small to mid-sized companies". This means they have a product catalog, as well as Product Configuration, Pricing and Quoting features and functions. QuoteCX enables customers to sell across multiple channels (Sales, Channel Sales, eCommerce). The company is based in Cary, North Carolina and also has employees in India and the Netherlands.

Partners: CommerceCX

Sculptor CPQ

Website: sculptor.cloud

Vendor Size: 2-10 employees

Notes: Sculptor CPQ was founded in 2021 and is privately funded. This is a salesforce native CPQ Solution that focuses on three areas. An easy to use

interface, a "powerful pricing engine" and "interactive quoting". The solution is focused on lower complexity use cases and assume that implementations can be done from 1 week – 1 month. The company is based in Copenhagen, Denmark.

Partners: Twistellar

Semantic Systems

Website: www.semantic-systems.com/en/

Vendor Size: 51–200 employees

Notes: Company is based in Spain and offers CPQ (Repcon), Outsourcing, Consulting and ERP Hosting Services.They are an Infor Global Channel Partner and also work with SAP clients

servicePath

Website: www.servicepath.co

Vendor Size: 11–50 employees

Notes: Headquartered in Toronto, Canada servicePath is focused on service providers through a combination of Platform and Services offerings. They have a CPQ and a CLM solution and the solutions are designed to help IT service providers. Especially their cost capabilities are highly considered by their customers. They also have a light CRM solution.

Signature IT

Website: www.signature-it.com

Vendor Size: 51–200 employees

Notes: Based in Israel and focused on industrial manufacturers and distributors

Solidify

Website: www.solidifyinc.com

Vendor Size: 2–11 employees

Notes: This Connecticut based company is providing a CPQ Solution to Manufacturing companies. They also offer eCommerce and website services.

Sposea B.V.

Website: www.sposea.com

Vendor Size: 11–50 employees

Notes: Sposea is a digital pricing and consulting company that offers price optimization focused solutions. They are an official SAP Partner and have certified SAP solutions.

Synoptive

Website: www.synoptive.com

Vendor Size: 0–1 employees

Notes: Synoptive provides CPQ custom web application development including configuration, pricing and visualization.

Tacton Systems

Website: www.tacton.com

Vendor Size: 201–500 employees

Notes: Tacton's Headquarters are in Stockholm, Sweden with multiple offices in the US and Germany. They focus on complex CPQ capabilities for Manufacturers and acquired the visual CPQ Vendor Lumo Graphics in October 2016.

Partners:

see this link

Techform CPQ

Website: www.techform.fr

Vendor Size: 11–50 employees

Notes: This is a french CPQ Vendor that offers a CPQ product called "Smart Configurator". The company was founded in 2000 and focuses on building industries, industrial equipment, public lighting and other machines.

Partners:

see this link

Threekit

Website: www.threekit.com

Vendor Size: 51-200 employees

Notes: Threekit offers visualization software that enables customers with 3D, Augmented Reality and Virtual Photography. The company is headquartered in Chicago and partners with many CPQ, PIM, ERP and eCommerce Solutions. The leadership team of the company has previous experience with Salesforce CPQ as well as Oracle CPQ Cloud (former Big Machines). While they offer solutions for many industries their current focus is more on B2C.

Partners:

speroteck, SuperDNA 3D Lab, Think Chromatic, Dart Frog Creative, Tapmod studio, cognits, Faraday 3D, Saddington Baynes, simlab, Streamline CPQ, Kale Ventures, Redstage

Twikit

Website: www.twikit.com

Vendor Size: 11-50 employees

Notes: Twikit is a Belgian company that focuses on 3D customization and digital manufacturing. The company has office in Belgium and in the US

Variantum Oy

Website: www.variantum.com

Vendor Size: 11-50 employees

Notes: Variantum Oy is a Finnish company that combines Product Lifecycle Management (PLM) with Configure-Price-Quote (CPQ) capabilities. Their end-to-end offering management solution is called VariSuite. In addition to that they also provide System Integrator services for configurable products, processes and tools.

Veloce

Website: veloceapps.com

Vendor Size: 11-50 employees

Notes: Veloce offers a product configuration and pricing engine to solve highly

complex and large configuration, pricing and quoting problems in industries like telecom, high end manufacturing and data center operations. They have an office in Palo Alto, CA and one in Seattle, WA. They have deep experience with Siebel and Salesforce based CPQ Apps. They work primarily with Salesforce CRM customers.

Vendavo

Website: www.vendavo.com

Vendor Size: 201–500 employees

Notes: Previously focused on mid market manufacturers and distributors they are also addressing large customers with standard integrations to Salesforce, SugarCRM, MS Dynamics and Infor. Vendavo acquired Endeavor CPQ in 2017 and Navetti in 2018.

Partners: see this link

Vendori

Website: www.vendori.com

Vendor Size: 2–10 employees

Notes: The company was founded in 2022 and is based in Boston, MA. On their "no code CPQ Platform" they offer a product for deal management, channel management and operations management.

NetSuite CPQ (former Verenia)

Website: www.netsuite.com/portal/products/crm/cpq.shtml

Vendor Size: 51–200 employees

Notes: Company is headquartered just outside of Chicago. They offer multiple products for CRM, CPQ, eCommerce and visualization. In addition to a standalone CPQ Solution they offer a NetSuite native CPQ product. In addition to Manufacturing they offer solutions for Retail, Wholesale, Marketing, Services and Software.

Verifone CPQ (acquired 2Checkout)

Website: www.2checkout.com

Vendor Size: 201–500 employees

Notes: 2Checkout is a digital commerce & payments provider that was founded in 2006 and is based in Atlanta, GA. They have been acquired by Verifone in 2020 and their CPQ Solution is now the Verifone CPQ Solution.

Viamedici Software

Website: www.viamedici.com

Vendor Size: 11–50 employees

Notes: This Vendor is based in Germany and focused on the german speaking areas in Europe (Germany, Austria, Switzerland) and offers a "Smart Product Configuration" and a CPQ Solution that is focused on product management and marketing processes.

Virtutec BV

Website: virtutec.io

Vendor Size: 11–50 employees

Notes: This Vendor is based in the Netherlands, focused on Benelux countries and offers 3 Solutions. SalCon – a Sales Configurator for Sales & Marketing, ProCon – a visualization tool for mounting processes, and SerCon – a Service Configurator.

vloxq

Website: vloxq.com/en/

Vendor Size: 1–10 employees

Notes: vloxq is a swedish startup company and markets their CPQ Solution as a Sales Enablement Solution. They are focused one customers in Scandinavia that have revenue between €5M – €50M and also have some customers that exceed €100M. Their average implementation time is 2 weeks while more complex implementation take 5–6+ months.

Wapice

Website: https://www.wapice.com/products/summium-cpq

Vendor Size: 201-500 employees

Notes: Wapice is a finish software company that also offers a CPQ Solution called "Summium CPQ". That solution offers a visual configurator

Xait (acquired Blueprint CPQ)

Website: www.xait.com

Vendor Size: 51-200 employees

Notes: Company is based in Norway and offers a product called Xait Porter which is a collaborative document management solution. With the acquisition of Blueprint CPQ they have now added a CPQ product offering. The company has office in Norway, UK and US.

While they sell globally their focus is on english-speaking countries. The CPQ Product is available for Salesforce and MS Dynamics CRM. Beside standard CPQ capabilities they offer a solution for professional services and aftermarket services. Since 2019 they also offer a "Servitization" focused solution as

Blueprint AMS (After Market Services) Solution that can work with any CPQ Solution

Yagna

Website: https://www.yagnaiq.com

Vendor Size: 51-200 employees

Notes: Yagna is based in Plano, TX. This cloud-based CPQ solution integrates with Microsoft and Salesforce and uses analytics and machine learning and is tailored for channel sales.

ZeroLight

Website: www.zerolight.com

Vendor Size: 51–200 employees

Notes: Based in the UK this company is specialized on 3D visualization for cars. They are also a partner of Configit and work with automotive companies like Audi, BMW, Porsche, VW, Toyota, Nissan, and more

Zimit (acquired by Workday)

Website: zimit.io

Vendor Size: 11–50 employees

Notes: Zimit has been acquired by Workday in September 2021. It is a cloud-based Services CPQ solution for the enterprise software market. The offering is special because they focus on configurable service offerings like Professional Services and Managed Service Providers.

Zuora

Website: www.zuora.com

Vendor Size: 1001–5000 employees

Notes: Zuora is headquartered in San Mateo, CA and has office in China and the UK. They are providing subscription solutions. Their CPQ solution helps configure a product and a deal. For Deals they assume different billing models, contract durations, billing frequencies and more.

Partners: see this link

Zywave

Website: https://www.zywave.com/sales-cloud/cpq/

Vendor Size: 201–500 employees

Notes: Zywave is an insurance tech company that is headquartered in Milwaukee, WI. Their cloud-based CPQ Solution is focused on the insurance market and helps customers to identify suitable insurance options.

Additional helpful CPQ Resources

- www.g2.com
- www.capterra.com
- www.trustradius.com
- www.softwareadvice.com
- www.featuredcustomers.com
- If you are in Germany, Austria or Switzerland (DACH) check the Marktfuehrer CPQ
- Also check Gartner (Magic Quadrant for CPQ) and Forrester Landscape 2023 and IDC Marketscape: Worldwide Configure Price Quote Applications for Commerce
- CPQ Podcast here