



Oracle NetSuite CPQ Service Descriptions

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CONTENTS

GLOSSARY	3
Oracle NetSuite CPQ	4
Configurator (CPQ)	4
Guided Selling	4
Proposal Generator	4
Live Quotes	4
Manufacturing	5
Multilanguage	5
Ecommerce	5
SCA/SCS Integration	6
Advanced Item Management	6
Advanced Partner/Customer Center Integration	6
B2B External User Access	6
3D Support (3D Product Visualization)	7
Admin License	7

GLOSSARY

“Admin User” is defined as the user who has the permissions to design, implement, and maintain the logic structure and the UI/UX of the configurator.

“Hour” is defined as the cost per hour to perform the requested service. SOW required to scope and define requirements per request.

“Instance” is defined as a single deployment of the application.

“Internal User” is defined as the customer's employees who are authorized to access the NetSuite CPQ system.

ORACLE NETSUITE CPQ

Configurator (CPQ)

License Metric: This service is sold on a **per Internal User** basis

Description of Service: A customizable user-interface that allows for the automatic application of business logic (pricing, calculations, compatibilities, etc.) during a sales transaction creation. CPQ (Configure, Price, Quote) application allows users to configure products or services in real-time, letting salespeople create accurate quotes and orders regardless of product or pricing complexity.

Usage Limit(s):

- o Customer must purchase a minimum of ten (10) Internal Users.

Pre-requisite(s):

- o None

Guided Selling

License Metric: This service is sold on a **per Internal User** basis

Description of Service: A customizable user interface that allows for the creation of search filters in order to navigate a large SKU library and quickly apply items to sales transactions.

Usage Limit(s):

- o Customer must purchase a minimum of ten (10) Internal Users.

Pre-requisite(s):

- o None

Proposal Generator

License Metric: This service is sold on a **per Internal User** basis

Description of Service: Allows for the creation of dynamically populated document output templates.

Usage Limit(s):

- o Customer must purchase a minimum of ten (10) Internal Users.

Pre-requisite(s):

- o Configurator (CPQ) or Guided Selling

Live Quotes

License Metric: This service is sold on a **per Internal User** basis

Description of Service: Live Quotes helps customers increase sales by transforming a manual quoting process to a one click, immediately transactional, e-Commerce experience.

Usage Limit(s):

- o Customer must purchase a minimum of ten (10) Internal Users.

Pre-requisite(s):

- o Configurator (CPQ)

Manufacturing

License Metric: This service is sold on a **per Internal User** basis

Description of Service: Allows for the dynamic creation of bills of material and/or routing steps to appear on NetSuite work order. Manufacturing module works with any of the NetSuite manufacturing modules such as WIP and Routings; Work Orders and Assemblies; Advanced Manufacturing.

Usage Limit(s):

- o Customer must purchase a minimum of ten (10) Internal Users.

Pre-requisite(s):

- o Configurator (CPQ)

Multilanguage

License Metric: This service is sold on a **per Internal User** basis

Description of Service: NetSuite products have built-in fields and logic for implementing multi-language display and multi-currency pricing and discounts. Multilanguage supports requirement to display non-English language text or foreign currency figures. Allows single configurator elements (Questions, Answers, Tabs, and Groups) to be presented in any NetSuite supported language, based on the user's system preference.

Usage Limit(s):

- o Customer must purchase a minimum of ten (10) Internal Users.

Pre-requisite(s):

- o Configurator (CPQ)

Ecommerce

License Metric: This service is sold on a **per Instance** basis

Description of Service: User needs their configurator exposed to a non-NetSuite website and/or requires a background configurator. Integration of e-commerce platform into customer NetSuite instance.

- Configured items can be added directly into online customers' carts, enabling configuration within the Ecommerce solution
- Allows customers to apply configuration rules to EDI orders and confirm proper materials, routings, pricing and discounts, etc with the result of a valid order in NetSuite.

Usage Limit(s):

- o None

Pre-requisite(s):

- o Configurator (CPQ)

SCA/SCS Integration

License Metric: This service is sold on a **per Instance** basis

Description of Service: Extends customer's SuiteCommerce Advanced eCommerce websites to allow users to configure and add complex, non-standard items to user's shopping carts. Allows external users access to the configurator.

Usage Limit(s):

- o None

Pre-requisite(s):

- o Configurator (CPQ)

Advanced Item Management

License Metric: This service is sold on a **per Internal User** basis

Description of Service: Reverse logistics for operations related to the reuse of products and materials. Resulting attribute collection is leveraged for sales. Enables the methodology and flexible data matrix to support a simple, data-driven interface for intake, breakdown, and reselling of items.

Usage Limit(s):

- o Customer must purchase a minimum of ten (10) Internal Users.

Pre-requisite(s):

- o None

Advanced Partner/Customer Center Integration

License Metric: This service is sold on a **per Instance** basis

Description of Service: Allows for Configurator (CPQ) or Guided Selling to be launched/accessed from the Advanced Partner Center and (standard) Customer Center modules. Enables 'external' non-employee customer users access to Configurator (CPQ).

Usage Limit(s):

- o None

Pre-requisite(s):

- o Configurator (CPQ) or Guided Selling

B2B External User Access

License Metric: This service is sold on a **per Instance** basis

Description of Service: Allows for 'external' non-employee customer users access to Configurator (CPQ) or Guided Selling via the Advanced Partner Center and (standard) Customer Center modules.

Usage Limit(s):

- o None

Pre-requisite(s):

- o Configurator (CPQ) or Guided Selling and Advanced Partner/Customer Center Integration

3D Support (3D Product Visualization)

License Metric: This service is sold on a **per Instance** basis

Description of Service: Allows for embedded, rule-based presentation of 3D assets within the configurator interface.

Usage Limit(s):

- o None

Pre-requisite(s):

- o Configurator (CPQ)

Admin License

License Metric: This service is sold on a **per Admin User** basis

Description of Service: A role with permissions to design, test and implement Configurator (CPQ) or Guided Selling user interface elements and outputs onto sales transactions lines.

Usage Limit(s):

- o Customer must purchase at minimum of one (1) Admin User.

Pre-requisite(s):

- o Configurator (CPQ) or Guided Selling