dealhub

DealHub CPQ Vs. Salesforce CPQ

EVALUATION GUIDE

Based on the G2 User Satisfaction Report.

Introduction

Analysts recognize DealHub.io as the leading CPQ provider in the market today

DealHub.io is an all-in-one CPQ solution that has received top marks from industry analysts for Usability, Customer Support, Fast Implementation and Ease of Administration. With a Guided Selling process that sits within the CRM workflow, DealHub CPQ empowers sales organizations by enabling a streamlined quoting process that, compared to legacy applications, is fast to implement and easy to maintain and allows you to create a quote within minutes. DealHub has also been awarded high scores for customer experience, quality of customer support and ease of doing business with.

Designed for Ease of Implementation, Usability, Maintenance and Scalability

Compared to SalesForce CPQ, DealHub CPQ offers an intuitive experience, by providing interactive sales playbooks that guide reps through a seamless process and automated approval workflows, giving Sales teams the tools they need to produce error-free, quotes in minutes. Add to that, quick integration and ease of administration, organizations are many times up and running within weeks (as opposed to months).

Increased Sales Efficacy Without Leaving Your CRM

If you are evaluating CPQ you most likely understand the need for a more efficient quoting process from within your CRM that also connects your business processes and increases performance. DealHub CPQ fully integrates within Salesforce CRM to offer a native experience and help automate many of the manual and error-prone activities that can cause those cycles to stall.

If you are at the point that you need to add a CPQ to your DealStack, here are facts and parameters you should consider between DealHubCPQ and Salesforce CPQ.

Buyer Comparison Checklist

	dealhub	salesforce
Technology	A single purpose-built platform to manage every sales engagement touchpoint from within the CRM.	Discrete point solutions that plug into the CRM separately and may cause alignment challenges.
Integration & Implementation	Fast integration and time to value. No coding required. Set-up and configuration within weeks.	On average, Salesforce CPQ implementations can take 6-9 months.
Ease of Use	Guided selling walks sales reps through an intuitive quoting process to generate proposal in minutes.	Salesforce provides some guided selling capabilities out of the box. For advanced workflows some custom coding may be needed.
Scalability	Readily scalable easily grows with your business.	Changes, adaptations and maintenance many times requires the help of a specialist (extra cost).
Proposal Formats	Quotes can be sent by attachable file or a customizable Dealroom - an easy-to-send, interactive digital proposal. One point of interaction within an unchanged link throughout all deal stages.	Price quotes are sent attachable file. All changes require a new file version.
Support	G2 Top Marks for Customer Support	G2 Average to high ratings
Pricing	DealHub CPQ $60-75	Salesforce CPQ $75-$150
Total Cost of Ownership	DealHub has a minimal one-time implementation fee. You also benefit from receiving one complete and connected DealStack for a one fixed price (as seen above).	Full-implementation fee Custom coding - Complex use-case may require additional customization costs Additional license costs - Applications that work in conjunction with Salesforce CPQ, such as Contract Management, E-signature, Sales Proposal, Buyer Engagement Tracking etc. carry hidden license costs.

The CPQ Landscape
DealHub Leads the Market

G2 is a leading independent website that aggregates unbiased reviews of software and professional services. DealHub recently took the #1 spot in the CPQ Category on The G2 Momentum Grid® which highlights CPQ industry leaders who have demonstrated trending growth in the last year and helps buyers discover solutions that are innovators in their field, have considerable influence on the market, and best fit their needs at scale. The reviews are calculated based on feedback from customers who have integrated CPQ into their growth strategy and are using it to drive their business forward.

Momentum Leaders

Momentum Score
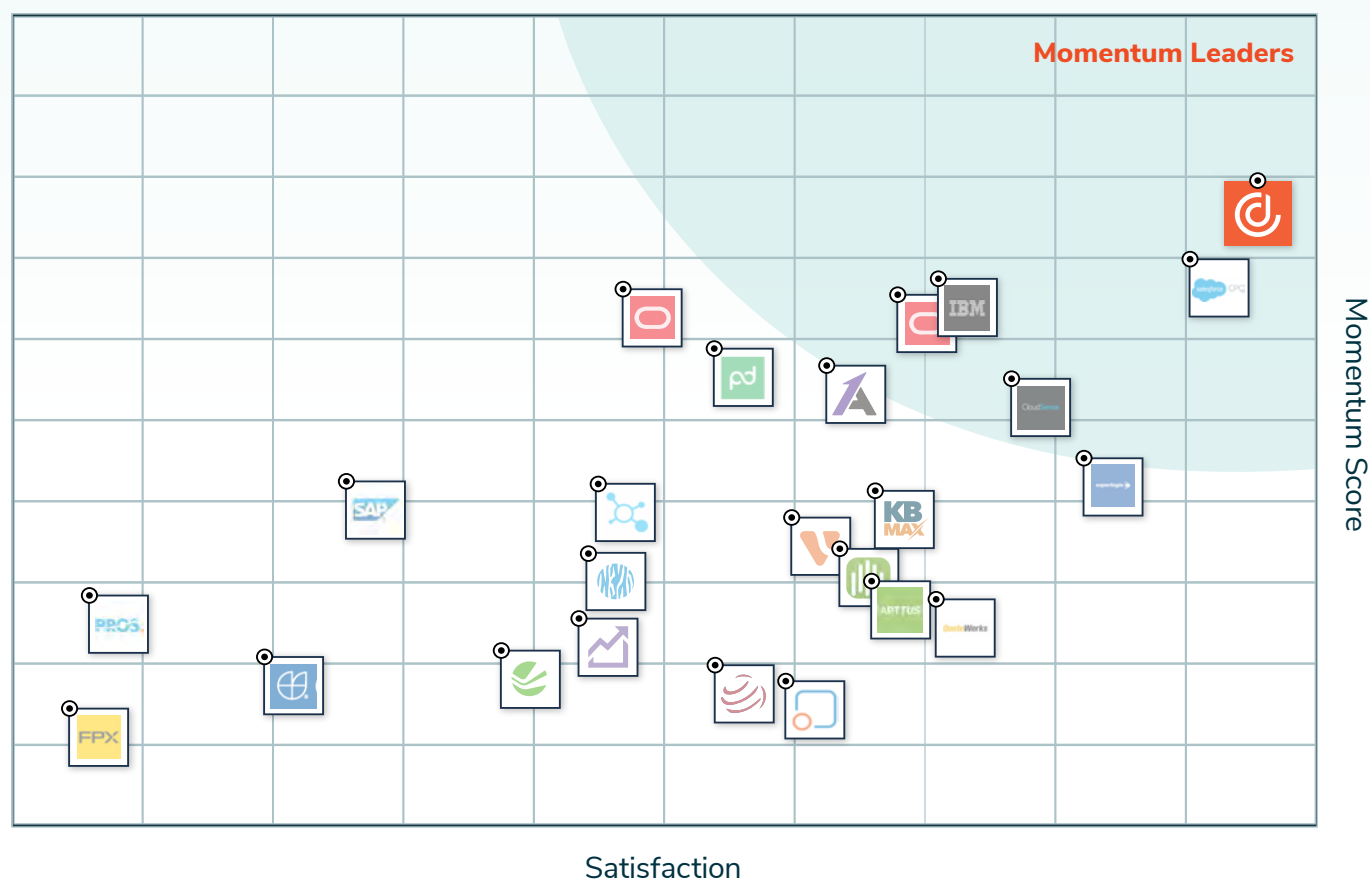
Satisfaction

> "DealHub.io earned its high placement through reviewer satisfaction, combined with year-over-year growth in company size, web presence, and number of reviews."
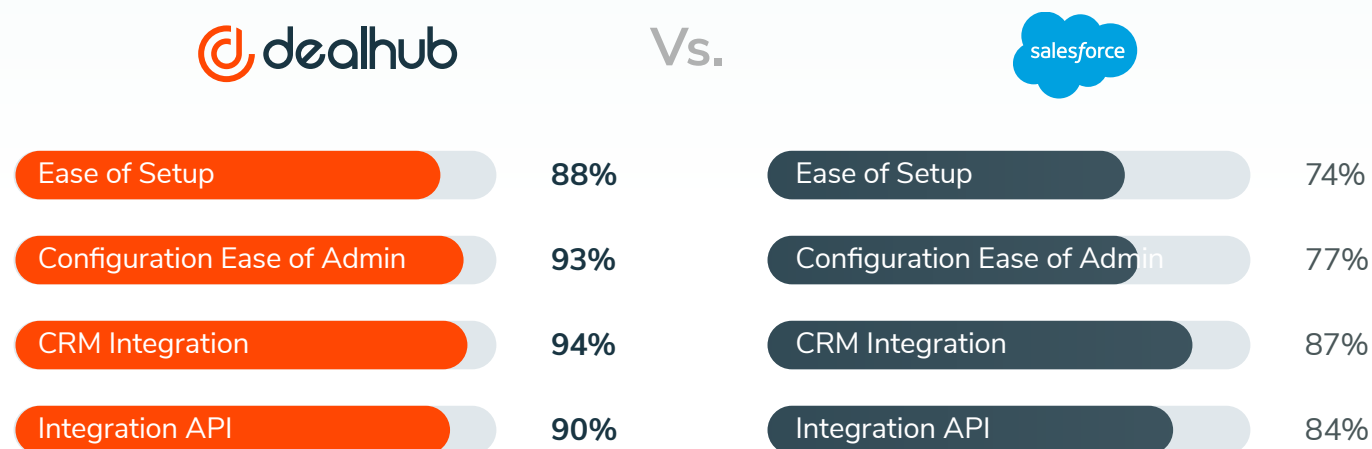
★★★★★   **- Marshall Lager** G2 Research Principal

Comparing DealHub CPQ vs. Salesforce CPQ

Implementation & Integration

An essential feature to look for when comparing CPQ software is ease of set-up. A lengthy and costly implementation can disrupt daily operations and delay time-to-value from CPQ. Sales leaders need a CPQ that is easy to set up, and does not require custom coding. Seamless integration with CRM is a must.

dealhub   Vs.   **salesforce**

	DealHub		Salesforce
Ease of Setup	88%	Ease of Setup	74%
Configuration Ease of Admin	93%	Configuration Ease of Admin	77%
CRM Integration	94%	CRM Integration	87%
Integration API	90%	Integration API	84%

Why does DealHub CPQ rate so highly on ease of set-up?

DealHub addresses many of the pains that businesses have when using legacy systems and is tailored to the needs of fast-growth sales teams. DealHub is purpose-built as an end-to-end solution to accelerate the sales process, with minimal implementation time, no coding, and a short learning curve. Simply plug in your products and pricing, configure your business rules, and start quoting.

Comparing DealHub CPQ vs. Salesforce CPQ

Usability & Features

CPQ usability is a major factor in the buying decision. Does the product meet a Sales organization's requirements? Can it be configured easily? Will it improve business processes of the company and encourage a more robust and efficient Sales workflow?

A CPQ must also go beyond simply providing a tool to configure pricing and produce accurate quotes. Other value-added features directly impact Time to Value and are so critical to the success of a CPQ software that G2 uses them to help buyers make an informed purchasing decision.

dealhub   Vs.   salesforce

	93%	85%		95%	80%		91%	77%
Meets Requirements			**Ease of Use**			**Ease of Admin**		
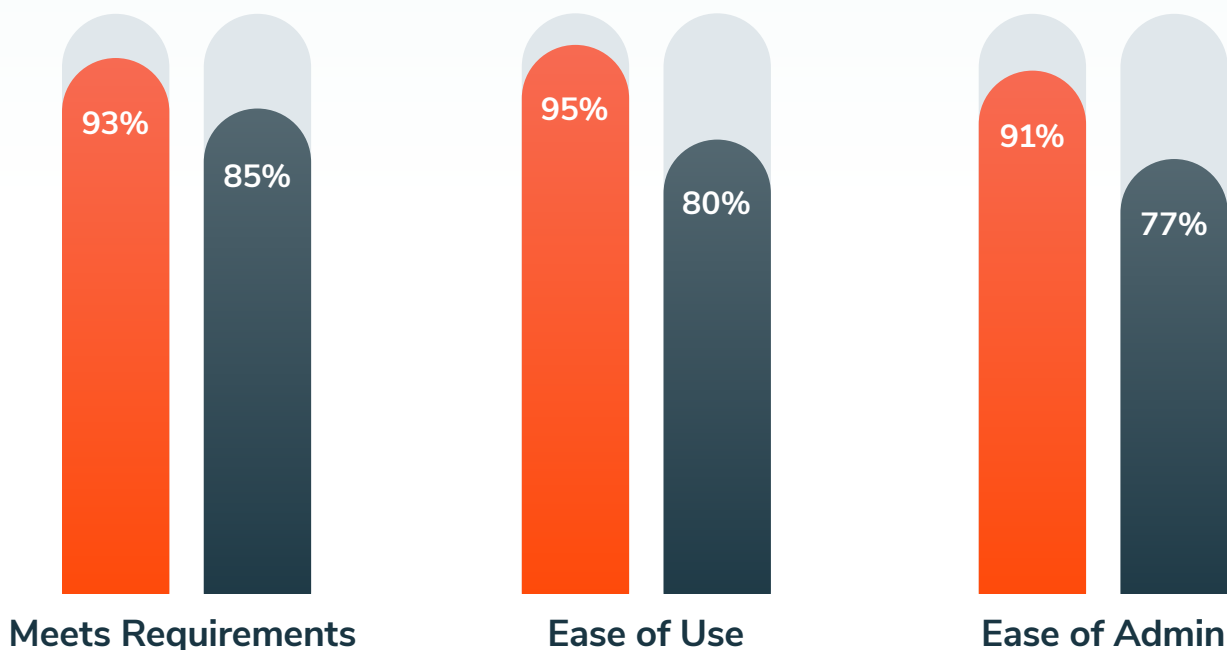
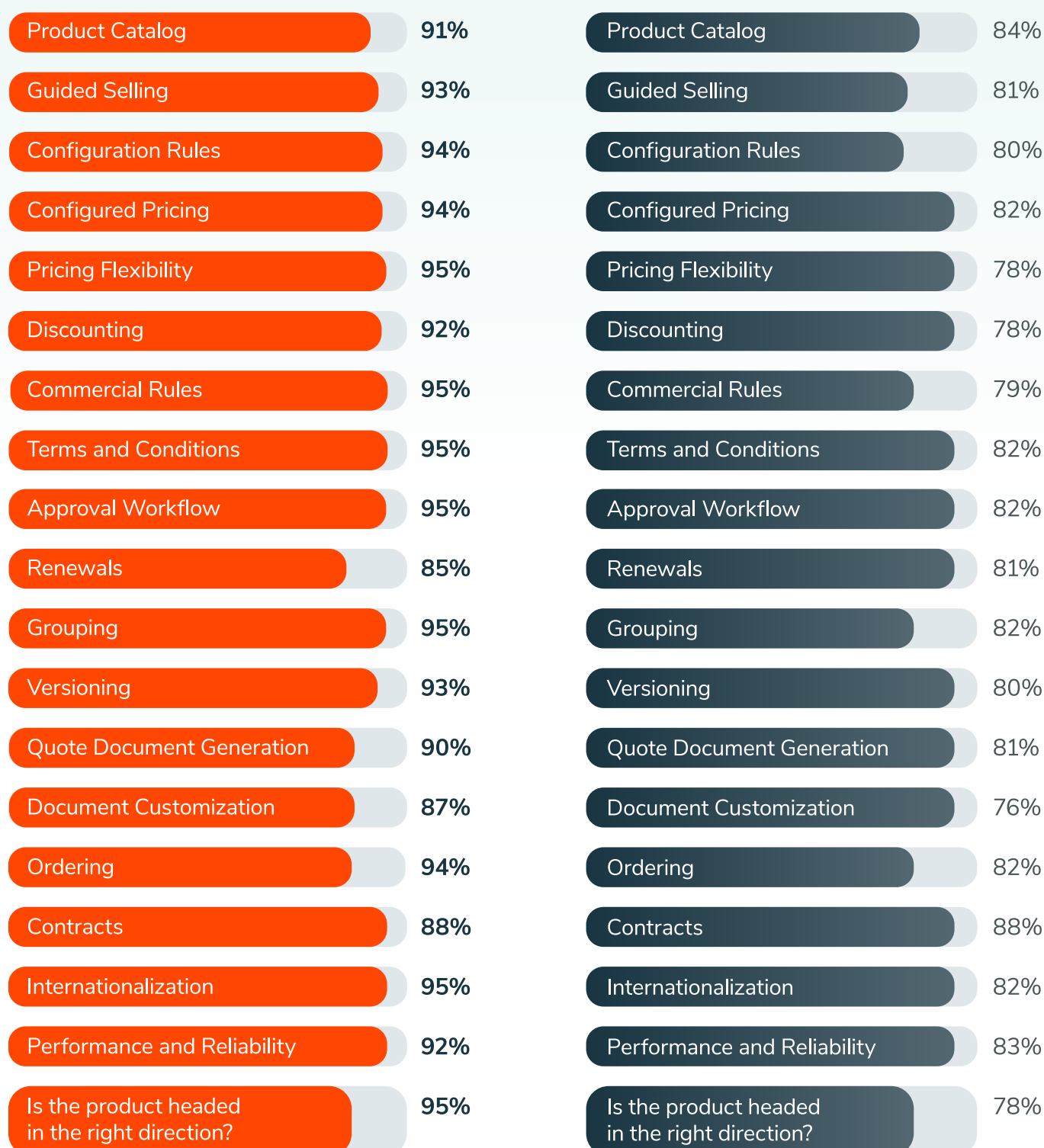## DealHub's Usability and Features Rank Highly

By helping to automate administrative tasks and streamline the pricing and quoting process, these key features guide the Sales process via configuration wizards, proposal templates, automatic pricing updates, automated approval workflows, real-time collaboration and more.

Comparing DealHub CPQ vs. Salesforce CPQ

Detailed Feature Comparison

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Feature	DealHub	Feature	Salesforce
Product Catalog	91%	Product Catalog	84%
Guided Selling	93%	Guided Selling	81%
Configuration Rules	94%	Configuration Rules	80%
Configured Pricing	94%	Configured Pricing	82%
Pricing Flexibility	95%	Pricing Flexibility	78%
Discounting	92%	Discounting	78%
Commercial Rules	95%	Commercial Rules	79%
Terms and Conditions	95%	Terms and Conditions	82%
Approval Workflow	95%	Approval Workflow	82%
Renewals	85%	Renewals	81%
Grouping	95%	Grouping	82%
Versioning	93%	Versioning	80%
Quote Document Generation	90%	Quote Document Generation	81%
Document Customization	87%	Document Customization	76%
Ordering	94%	Ordering	82%
Contracts	88%	Contracts	88%
Internationalization	95%	Internationalization	82%
Performance and Reliability	92%	Performance and Reliability	83%
Is the product headed in the right direction?	95%	Is the product headed in the right direction?	78%

Comparing DealHub CPQ vs. Salesforce CPQ

Relationship & Support

Implementing new software can, for many organizations, be a disruptive experience. The many needs of internal stakeholders often requires customization, and integration with other software needs to be addressed professionally for the implementation to be seamless. For these reasons, it's crucial you find a CPQ vendor that offers exceptional support before, during, and after implementation.

dealhub **Vs.** **salesforce**

	dealhub	salesforce	
Ease of Doing Business With	98%	Ease of Doing Business With	86%
Quality of Support	97%	Quality of Support	82%
Mobile User Support	90%	Mobile User Support	78%
Channel Partner Support	97%	Channel Partner Support	80%

"

"Important to mention that DealHub people are great!!!!
Very very helpful, responsive, profesional and friendly!"
★★★★★

"Strong customer support even at a highly competitive price point."
★★★★★

"The team is awesome, very friendly, very accommodating to our needs. So far the platform has been rock solid and scalable for our growing organization."
★★★★★

Product Direction

DealHub CPQ is led by a CEO who has vast credibility as a CPQ Expert. In fact, this was the catalyst for him building a CPQ solution with some of the brightest minds in the tech space. That company DNA of innovation remains prevalent as seen on the G2 Momentum Report.

Salesforce CPQ, in contrast, acquired Steelbrick in 2015. Consequently this meant that the majority of their CPQ leadership team moved on to other companies.
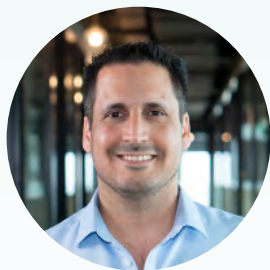
"DealHub strives to continually push the boundaries of innovation and drive a more effective, efficient and customer-centric sales approach. With customer needs continuously changing, it is crucial for companies to adopt a constant momentum of innovation. Those service providers that are slow to evolve will have a difficult time keeping up with new and developing requirements."

- Eyal Elbahary Co-founder and CEO

Takeaways
Why customers choose DealHub CPQ?

Fast Implementation

DealHub leads the CPQ category, in part, due to our ability to quickly and seamlessly integrate the platform. Even complex pricing and product configurations are simple to implement and customize according to customer's specific needs.

Easy to Use

DealHub CPQ takes top scores for usability helping streamline critical business processes. Sales playbooks and pre-configured rules for pricing and discounting increase adoption, decrease onboarding time and make maintenance and changes hassle-free

Award-winning Support

Our customer support and success teams work with each customer at every stage of their CPQ experience. From on-boarding to launch to expansion, our greatest commitment and highest priority is to assure our customer's success

Let our experts guide you through your CPQ buying process

SEE A DEMO