

# Sales Ops Leaders: Top 10 Do's & Don'ts for Digital Pricing Transformations with CPQ



## Top 5 do's

when deploying your digital pricing transformation with a CPQ for Microsoft Dynamics 365 for Sales



Do include your sales reps in the tool selection process



Do give your sales reps autonomy, while still having guardrails in place



Do consider the amount of required maintenance in selecting your tech stack



Do implement a user-friendly, "code-free" solution to enable business agility and flexibility

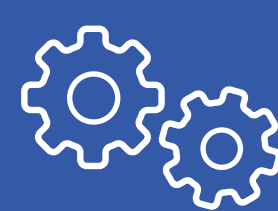


Do monitor sales rep quoting speed and accuracy after implementing new software



## Top 5 don'ts

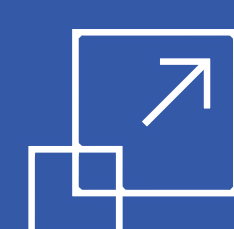
when planning your digital pricing transformation with a CPQ for Microsoft Dynamics 365 for Sales



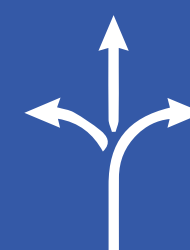
Don't use too many disconnected and disparate tools



Don't build a software solution in-house instead of purchasing best-in-class tech



Don't implement a solution that makes future business scaling difficult



Don't lose sight of your system's ability to support any type of deal, no matter how complex



Don't over-complicate the sales process with too many manual tasks