

APTTUS Education Services: Advanced Configure-Price-Quote (CPQ) Administration on Salesforce Lightning Experience

The 202 CPQ Product Certification, Level 2 course is designed to prepare architects of the APTTUS CPQ solution to fully utilize the CPQ framework. Through a multi-day, hands-on course, students extend their knowledge of basic CPQ concepts with instructor-led exercises, an in-class implementation project, and an online exam. Students take a deep dive into advanced CPQ concepts that prepares them to effectively lead and contribute to APTTUS CPQ implementation projects.



Why Certification?

Certification enables students to get hands-on with the latest CPQ functionality, apply their knowledge in a real-life scenario, and receive real-time feedback. The certification course provides a safe environment to learn best practices, connect with peers and APTTUS experts, and contribute to projects with a strong body of knowledge and skills.

The 202 CPQ certification is designed for consultants, system integration partners, and customers who will drive and deeply participate in an APTTUS CPQ implementation project. Successful completion of the 201 CPQ Product Certification – Level 1 course is a prerequisite for this course.

How Product Certification Empowers Business and IT Professionals

202 CPQ Product Certification extends the 201 CPQ Essentials Certification by exploring more complex features and use cases.

After completing 202 CPQ Certification, students will have demonstrated knowledge of the following APTTUS CPQ topics:

- Perform Asset-Based Ordering – create, manage, and price APTTUS assets
- Configure Opportunity-Based Auto-Renewal quotes
- Create Asset-Based Constraint Rules and set up Asset-Based pricing
- Leverage advanced pricing functionality: Price Protection using Effective Dates, Related Pricing, Agreement Pricing, Attribute-Based Pricing, Auto Price Ramp Creation, Multiple Adjustment Lines, Bucket Adjustments, and Using Multiple Currencies
- Use Numeric Expressions to default option quantities and calculate (in real time) attribute values and attribute totals for configured products using formulas
- Configure Attribute Value Matrices to create bi-directional dependencies between attribute values
- Configure Product Attribute Rules to default and hide attribute fields
- Administer Deal Maximizer to display deal rating information to the end user
- Create and maintain APTTUS Intelligent Workflow Approvals (also known as Deal Manager) approval processes



What It Means To Be APTTUS Certified

To become “APTTUS Advanced CPQ Certified,” students must demonstrate proficiency in advanced administration through a certification project, presentation, and exam. The 202 CPQ Certification is a key component of the APTTUS Certified Partner Program.

Course Availability

Open enrollment courses are offered virtually, at an APTTUS training location, or at a customer site upon request. APTTUS maintains small class sizes (up to 15 participants; varies by education package purchased) in order to provide adequate individual attention. Visit www.apttus.com/success/training-certification/ or contact training@apttus.com for more information.

Need a helping hand? APTTUS Education Services is here for you

If you need help kicking off your APTTUS training deployment plan, our Education Services team can provide expert advice and guidance, as well as a 360-degree needs analysis so you can create an effective plan for Change Management, Training Communication, Training Scheduling, and more. For more information, contact training@apttus.com.

Five-Day Agenda

This five-day certification program typically runs on a Monday through Friday schedule. Days One through Four are dedicated to product education and project work. Day Five consists of a final review, project presentation, and the certification exam.

DAY ONE	<ul style="list-style-type: none"> - Asset and Order Creation & Activation - Asset-Based Ordering - Opportunity-Based Auto-Renewal quotes - Asset-Based Constraint Rules - Asset-Based Pricing
DAY TWO	<ul style="list-style-type: none"> - Price Protection using Effective Dates - Related Pricing - Agreement Pricing - Attribute-Based Pricing - Auto Price Ramp Creation - Multiple Adjustment Lines - Bucket Adjustments - Using Multiple Currencies
DAY THREE	<ul style="list-style-type: none"> - Numeric Expressions - Attribute-Based Configuration using Attribute Value Matrices - Product Attribute Rules - Quote Collaboration - Favorite Configurations - Smart Cart
DAY FOUR	<ul style="list-style-type: none"> - Deal Maximizer - Intelligent Workflow Approvals (IWA)
DAY FIVE	<ul style="list-style-type: none"> - Project Presentations