PRESS RELEASE

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Gearset rolls out new deployment solution for Salesforce CPQ

Cambridge, UK — December 13, 2022 — Gearset, the leading DevOps solutions provider for Salesforce, announced today its launch of a new deployment solution for Salesforce CPQ. Gearset for CPQ offers an easy-to-use alternative to other offerings in the market, with a unique compare and deploy workflow that includes the ability to deploy CPQ configuration alongside metadata.

Salesforce CPQ is a widely used and essential component of Salesforce's Revenue Cloud. It helps businesses create fast, accurate, and professional quotes, based on configurable logic that factors in features, customizations, quantities, and discounts.

But CPQ configuration is highly complex, making it difficult and time-consuming for teams to deploy changes. Countless dependencies between different CPQ objects and metadata need to be identified and preserved during deployment. Adding to the challenge, CPQ configuration isn't the same as most customizations on Salesforce, which are represented with metadata. As a result, conventional deployment tools and approaches can't be leveraged for CPQ.
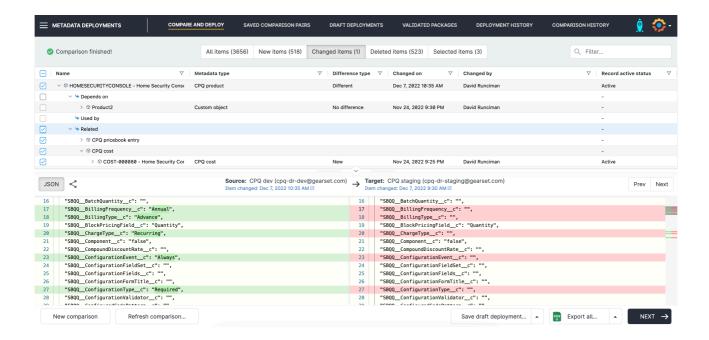
Given this complexity, some teams opt for the extremely laborious process of manually recreating records in their target environment. Others try to track the configuration in their different environments by adding external IDs to CPQ objects, and cross-referencing with the help of spreadsheets and Apex scripts — which themselves require lots of maintenance.

Features and benefits

Gearset for CPQ significantly reduces deployment complexity in multiple ways:

- **A one-time setup of external IDs** handles the complexity of matching IDs and relationships;
- **A user-friendly 'compare and deploy' workflow for CPQ deployments** provides full visualization of any differences between the source and target of each deployment, helping to identify dependencies;

- **Automatic problem analysis** of each deployment package highlights common errors, which Gearset can fix to improve deployment success rates;
- **It's possible to deploy CPQ configuration alongside metadata**, creating the feel of one deployment for all customizations on Salesforce, which significantly streamlines release management.

Gearset for CPQ licensing

Gearset for CPQ forms part of Gearset's DevOps platform and will cost 40 percent of the customer's net license cost. Anyone can access all of Gearset, including Gearset for CPQ, on a free 30-day trial.

CPQ support paves the way for better DevOps

"What we've essentially done is given users of CPQ the same powerful functionality that we're able to offer for metadata deployments. CPQ is a valuable part of Salesforce's offering, so we're happy to make it much more accessible to work with. And we look forward to helping teams bring CPQ into a unified DevOps process," said Kevin Boyle, CEO of Gearset.

"Our goal is to make the entire Salesforce experience as efficient and secure as possible for teams. Gearset for CPQ comes on the heels of other innovations we've introduced in the market in the last few years, among them our popular Backup and Pipelines offerings, and there will be more to come in 2023," concluded Boyle.

Note to the editors

Screenshots and a headshot of Kevin Boyle can be found in this folder.

About Gearset

Gearset is the complete Salesforce DevOps solution, with powerful tools for unparalleled deployment success, continuous delivery, automated testing, and backups. Thousands of Salesforce professionals have already used Gearset to run millions of deployments, back up billions of records, and save billions of dollars through productivity improvements.

Founded in 2015 by DevOps experts, Gearset has 200 employees and offices in Chicago (U.S.), Cambridge (UK headquarters) and Belfast. Its cloud-based app is designed to help every Salesforce team apply DevOps best practices to their development and release process, so they can rapidly and securely deliver higher-quality projects. With inbuilt intelligence that solves the fundamental challenges of Salesforce DevOps, Gearset is a uniquely reliable solution trusted by more than 2000 companies, including McKesson, Accenture, and IBM.