



# Salesforce CPQ + Copado Robotic Testing

## Unlock Smoother Sales Cycles with Low-Code Test Automation

The world's most powerful enterprises rely on Salesforce CPQ (Configure, Price, Quote) to automate the online ordering process, handle billions of dollars in revenue and close more deals. This Revenue Cloud solution empowers sales reps to generate up to 80% faster quotes and 27% fewer invoicing errors.

Companies can't afford any Salesforce CPQ downtime — but traditional testing methods can't keep up with the global pace of innovation. Learn how Copado leverages low-code test automation to tackle business process testing across Salesforce CPQ.

**“The nice thing about Copado Robotic Testing is you don't have to write it. Copado simplifies the process with low-code functionality — making it much easier to get people up and running on it.”**

Laura LaRocca,  
QA Manager



## Challenges Testing Salesforce CPQ

Salesforce CPQ is an interconnected matrix of moving parts that comprise the ordering process. Every change a developer makes to the platform has the potential to impact numerous features: environment dials, user roles and permissions, SKUs, discounts and approvals.

While manual regression testing is a proven way to prevent critical bugs and defects, it takes far too long to meet today's need for digital transformation at scale. A full CPQ test covers:

- CPQ workflows that contain hundreds of steps
- App and email integrations (inside and outside of Salesforce)
- Artifact, quote object and PDF generation
- Upstream and downstream integrations
- Data and PDF validations

Plus, human testers are prone to mistakes as they flip between records, compare dollar values, calculate formulas and follow the tedious CPQ validation process.

# Copado Robotic Testing for Salesforce CPQ

Here's the good news: Copado's AI-powered test automation solution is designed to take the pain out of Salesforce CPQ testing and derisk your development cycle. Keyword-based QWords interact with Salesforce CPQ to execute tests across objects, accounts, opportunities, quotes for opportunities and more. Copado Robotic Testing capabilities include:

## Salesforce-specific testing library

Leverage Copado's Salesforce testing library to yield productive results across Classic and Lightning.

## Easy maintenance via low-code design

No coding required. Implementing changes and maintaining tests is all text-based.

## Quick ramp-up time

Complex test case? No problem. Our cloud-based solution enables you to start testing your org in minutes.

## Simple test case conversion

Pinpoint manual QA workflows and translate them to an automated test step.

## Automated process validations

Keep user roles and permissions accurate with validation tests.

## Parallel execution

Our robots don't get tired and can run 24/7 in parallel to execute tedious testing workflows in CPQ.



## COPADO ROBOTIC TESTING BY THE NUMBERS

10x

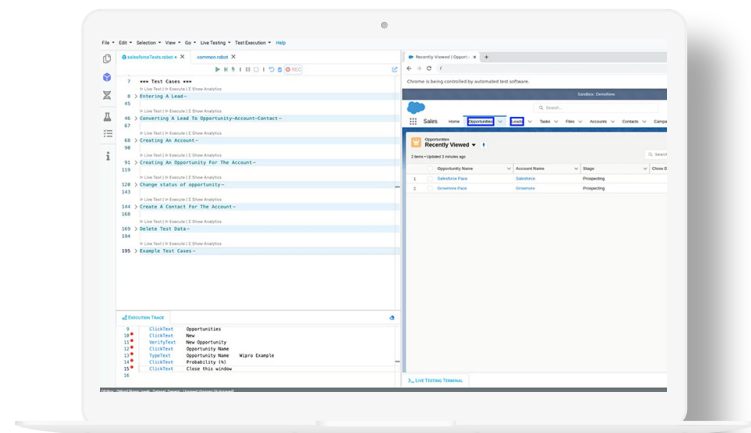
FASTER TESTING

34x

MORE COVERAGE

78%

FEWER PRODUCTION FAILURES



## Additional Resources

[Ponsse Customer Spotlight](#)

[Top 5 Salesforce Challenges](#)

[2022 State of Salesforce Testing Report](#)