Salesforce CPQ is end of sale, not end of life.

What to clean up before any move to Revenue Cloud.

Throughset

SALESFORCE SAYS

What Salesforce says

No new CPQ licenses for new customers

No end-of-life date announced

No forced migration

Source: Salesforce CPQ end of sale page, read 29 October 2026

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SALESFORCE SAYS

Existing customers keep

Use CPQ

Add users

Renew licenses

Support and critical fixes

No new features

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SALESFORCE SAYS

A straight move is risky

CPQ objects, custom fields, pricing rules and scripts do not map directly to Revenue Cloud Advanced.

OUR READING

Whatever you carry across, someone rebuilds.

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STEP 1 OF 5, OUR METHOD

Retire the dead catalogue

Products, bundles and price rules for things you no longer sell do not need to move.

Products you sell	~~**Products you no longer sell**~~
~~**Bundles for them**~~	~~**Price rules for them**~~

STEP 2 OF 5, OUR METHOD

Write down the pricing logic you use

What a rep does today, in plain sentences. Not what was configured years ago.

NOT THIS

What was configured years ago

THIS

What a rep does today

Agree which approvals are real

Decide who approves which discount. Then make the system match.

1 **Decide who approves which discount**

2 **Make the system match**

STEP 4 OF 5, OUR METHOD

Check amendments and renewals

- ✓ Every closed deal creates a contract
- ✓ Subscription products carry the right start and end dates
- ✓ Amendments and renewals start from that contract

STEP 5 OF 5, OUR METHOD

Check the handover to billing

Compare closed deals in Salesforce with orders and invoices for one month. List every difference.

SALESFORCE

Closed deals

BILLING

Orders and invoices

THE GUIDE

Save this before you move

Salesforce says to start with an assessment. A typical migration runs 3 to 6 months. Full guide: throughset.com/insights/cpq-to-revenue-cloud.

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Your Salesforce has grown messy. We fix it.

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