

Stop quoting in spreadsheets.

The pricing and quoting platform for growing SaaS teams ready to get out of spreadsheets, without the complexity of enterprise CPQ.

MEET SCOUT

Your AI pricing co-pilot.

Describe the deal in plain English. Scout builds the quote from your pricing rules and your leadership's selling playbook, then explains its choices so the rep can review and send.

Hybrid pricing, in one model

Seats, usage, tokens, platform fees, and outcome-based pricing together, like the quote on the right.

Scout

Example

Quote Northwind: 25 agent seats, about 3M tokens, and they want to pay per resolved ticket.

SUGGESTED QUOTE

Buyer	Northwind
Term	1 year
Agent seats	25
AI tokens	3,000,000 in / 600,000 out
Resolved tickets	1,500
Total / year	\$84,600

Your playbook puts AI support deals on an annual term, so I used 1 year. Tickets are billed per resolution, separate from seats.

Build this quote →

Quote faster. Protect margins. Learn what wins.

Quote faster

Scout drafts each quote from your pricing rules and the deal details, so no one starts from a blank spreadsheet.

Protect margins

Discount thresholds, L1–L3 approval chains, and a full audit trail keep every quote inside policy.

Learn what wins

Win rate, discount depth, and loss reasons from your closed deals, which Scout uses to coach every new quote.

LIVE IN AN AFTERNOON

1

Import your pricing. Turn your current doc or spreadsheet into a live model.

2

Set your guardrails. Choose discount thresholds and who approves what.

3

Invite your team. Reps start quoting real deals.

Bring us your pricing spreadsheet.

Design partners get a free pilot, hands-on help building their pricing model, direct access to our team, and roadmap input.

switchbackcpq.com/design-partners

or email hello@switchbackcpq.com