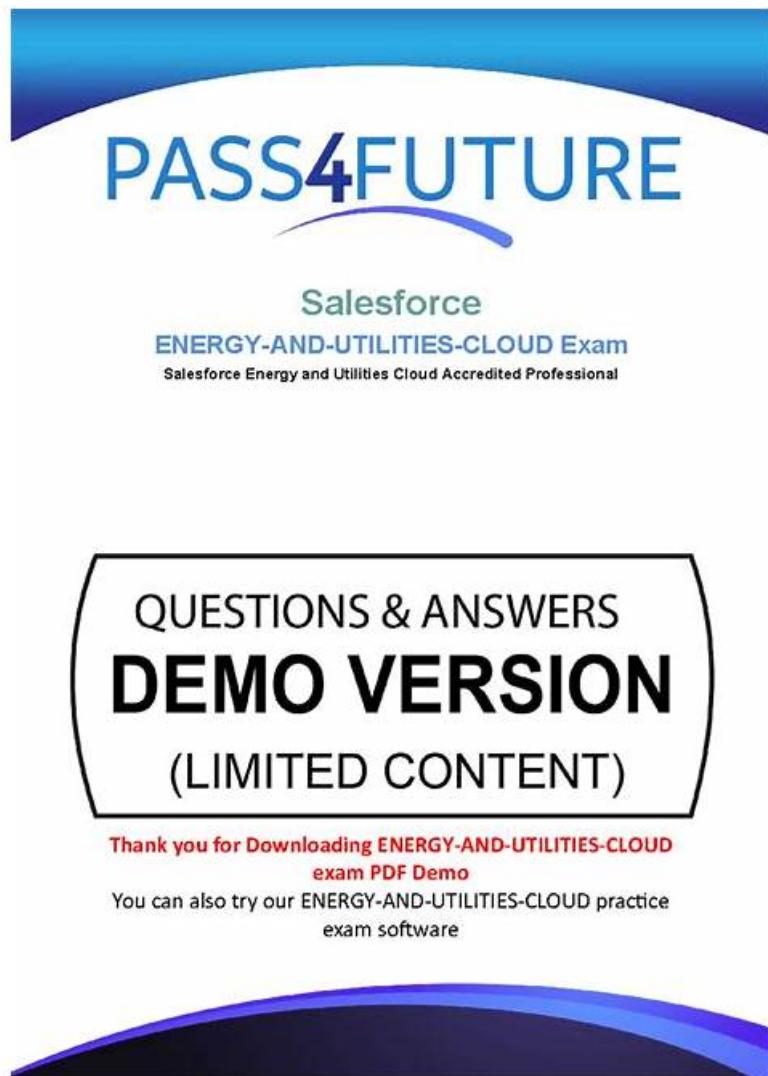


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## **Salesforce Energy and Utilities Cloud Accredited Professional Sample Questions (Q33-Q38):**

### **NEW QUESTION # 33**

An energy company is an energy retailer with a global presence. They require a solution that can generate, redline, and manage contracts.

Which of the following Energy and Utilities Cloud solutions can be used?

- A. Energy and Utilities Cloud = Configure Price Quote (CPQ)
- **B. Energy and Utilities Cloud - Contract Lifecycle Management**
- C. Energy and Utilities Cloud - Sales and Service
- D. Energy and Utilities Cloud - Document Generation S

**Answer: B**

### **NEW QUESTION # 34**

An energy company wants to calculate the estimated monthly amount a customer needs to pay.

How can a consultant configure Energy and Utilities Cloud CPQ to calculate monthly commodity pricing?

- A. Using a subscription pricing plan
- B. Using monthly recurring price
- **C. Using usage price**
- D. Using onetime price

**Answer: C**

Explanation:

To calculate the estimated monthly amount a customer needs to pay for their commodity usage, configuring Energy and Utilities Cloud CPQ to use usage-based pricing is the most appropriate approach. This method allows for the calculation of charges based on the actual consumption of the commodity, which can vary from month to month. Usage-based pricing provides the flexibility to accurately reflect a customer's consumption patterns in their billing, offering a transparent and fair pricing model that aligns with the variable nature of commodity usage. Reference = Salesforce Industries CPQ documentation details how to configure and use usage-based pricing, emphasizing its suitability for industries where consumption can vary significantly, such as energy and utilities: [https://help.salesforce.com/articleView?id=cpq\\_usage\\_based\\_pricing.htm&type=5](https://help.salesforce.com/articleView?id=cpq_usage_based_pricing.htm&type=5)

### **NEW QUESTION # 35**

An energy company needs a way to generate PDF or Word proposals based on a quote for commercial customers to review before proceeding with the products and services.

What tool can be used to automatically create these proposals?

- A. Energy and Utilities Cloud Configure Price Quote (CPQ)
- B. Microsoft Word
- C. Energy and Utilities Cloud Contract Lifecycle Management (CLM)
- **D. OmniStudio Document Generation**

**Answer: D**

### **NEW QUESTION # 36**

An energy company provides gas and electricity services to some of its customers, but not all. When a new customer moves in, what object is used to determine what type of service is available at the premise?

- A. Asset
- **B. Service Point**
- C. Account

- D. Meter

**Answer: B**

Explanation:

In Salesforce Energy and Utilities Cloud, the Service Point object is used to determine the type of service available at a premise. This object represents a physical location where utility services are delivered, such as electricity or gas. By associating service points with specific types of utility services, energy companies can effectively manage and track the availability of different services for new and existing customers. This enables precise and efficient service provisioning, ensuring that customers receive the appropriate utility services based on their location and service point characteristics. Reference = The Salesforce Energy and Utilities Cloud documentation provides detailed information on the data model, including the role of the Service Point object in managing utility service delivery and availability: [https://developer.salesforce.com/docs/atlas.en-us.industries\\_energy\\_and\\_utilities.meta/industries\\_energy\\_and\\_utilities/](https://developer.salesforce.com/docs/atlas.en-us.industries_energy_and_utilities.meta/industries_energy_and_utilities/)

**NEW QUESTION # 37**

What can an administrator use to go through the post-installation steps before the Energy and Utilities Cloud solution can be used?

- A. Salesforce support will perform all steps required when the Energy and Utilities Cloud package is installed or upgraded.
- B. The solution is ready to be used without any post-installation steps.
- C. The Energy and Utilities Cloud online documentation outlines a series of Apex queries to run that will automate the post-installation steps.
- D. The Velocity Installation Assistant guides users through all the steps required to complete installation.

**Answer: D**

**NEW QUESTION # 38**

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