

# Tacton CPQ

## Sets a new standard for sales productivity and industrial excellence in manufacturing

- > **Drives revenue growth and profitability** by making it simpler and faster to sell and produce complex products
- > **Increases efficiency** by automating the quotation process and eliminating order errors
- > **Supports smart manufacturing** by enabling new levels of connectedness, flexibility, speed and insight

### The key to smart manufacturing

- > Sell the right product – every time
- > Connect sales & manufacturing. Eliminate order errors
- > A dramatically faster quotation process
- > Sell across channels & markets with ease
- > Solves the configuration challenges that others can't
- > Easy to implement, easy to maintain
- > 15 years CPQ & manufacturing know-how

“  
The Tacton tool makes sure that we are there first, providing accurate quotes faster than the competition. This has been key to our success.”

Sicco Saft,  
Business Analyst  
Meyn

### Our customer results speak for themselves

- > 90% reduction in claims costs
- > 80% of order errors eliminated
- > 60% reduction in sales support cost
- > Dramatic reduction in quote time

### SELL THE RIGHT PRODUCT – EVERY TIME

Tacton CPQ helps your sales team to position the offering that has the best chance of winning the deal. **Needs-based Guided Selling** captures the requirements that matter to the customer, while **visualization capabilities** support the buying decision. The software has the ability to describe dependencies and constraints of any nature, and **always finds the overall optimal solution** – based on the customer's needs, as well as your business goals.

### CONNECT SALES & MANUFACTURING. ELIMINATE ORDER ERRORS

Because Tacton CPQ **validates the complete solution space** after each selection, the configurator ensures that the proposed solution is always 100% correct, down to the Bill-of-Material (BOM) level.

This connects sales and manufacturing in an entirely new way, ensuring that they are always in synch, and removing the need for error-prone information handovers.

### A DRAMATICALLY FASTER QUOTATION PROCESS

Accurate, high-quality proposals with supporting documentation are generated automatically. This speeds up the quotation process dramatically, keeping you one step ahead of the competition.

### SELL ACROSS CHANNELS & MARKETS WITH EASE

Tacton CPQ empowers your entire channel to sell your products profitably and with ease. The guided selling approach removes the need for product expert support, and the configurator also takes care of any local commercial, technical and regulatory compliance requirements.

### SOLVES THE CONFIGURATION CHALLENGES THAT OTHERS CAN'T

At the heart of the solution, and what really sets Tacton apart, is a powerful, **constraints-based configuration** engine, built to handle the most challenging configuration environments. The complexity of your product portfolio will never be a limiting factor in a Tacton CPQ implementation.

### EASY TO IMPLEMENT, EASY TO MAINTAIN

With Tacton's training, guidance and support, it is entirely possible to **implement and run the solution with internal resources**. Many of our customers have already successfully done this.

The tools are intuitive and easy-to-use, and no programming expertise is needed to set up, configure and maintain the solution. Introducing new products or making updates is equally fast and easy.

### 15 YEARS CPQ & MANUFACTURING KNOW-HOW

Our technology is helping some of the world's leading manufacturers to operate more effectively. We have a tremendous reputation for CPQ implementations that come in on time and on budget, exceed expectations and bring measurable value to each of our customers.

## KEY FEATURES

- > Sell across markets and borders, while always ensuring compliance with local commercial, technical and regulatory requirements
- > Guided Selling engages the customer in the buying process, increasing win rate and customer satisfaction
- > Instant generation of professional looking proposals with all supporting documents
- > Supports advanced pricing models
- > Built in commercial and technical approval workflows
- > Intuitive user interface with responsive design
- > Robust security features

Approvals speed up the process and minimize errors

Visual workflows guide the rep through the sale

Proposal documents are automatically generated

Adjustable pricing helps the rep to offer the right deal

Powered by Tacton's patented configuration engine

### Game-changing configuration

- > Constraint-based configuration means dramatically fewer rules
- > Always presents the solution that best meets the customers' needs
- > Highly scalable – the stateless configuration engine handles complex models and high user loads with ease and speed
- > All variables simultaneously considered. Ensures valid, error-free configuration – every time
- > Automatic error resolution and no dead-ends

### Pricing & Quoting

- > Supports the most advanced pricing models
- > Manages multiple price lists and currencies
- > Automatically applies country-specific freight, taxes, duties etc.

### Multi-channel support

- > Sell across markets and borders
- > Multi-language support
- > Direct/partner/dealer/reseller channels
- > Customer self-service portals

### Easy integration – robust APIs

- > CRM (e.g. Salesforce®, SAP CRM and Microsoft Dynamics)
- > ERP (e.g. SAP ECC, Microsoft Dynamics and Oracle)
- > PLM (e.g. Siemens PLM, Enovia PLM and PTC Windchill)

### Design Automation

- > SOLIDWORKS®
- > Autodesk® Inventor®

### About Tacton

Tacton Systems is a world leader in advanced sales and product configuration (CPQ). Tacton's technology drives profitability and growth by making it simpler and faster to sell and produce complex products. Tacton's solutions integrate easily with surrounding systems, and have standard integrations for many leading e-commerce, ERP, CRM, PDM, PLM, and CAD systems. Headquartered in Stockholm, Sweden, Tacton has customers and resellers across the globe. Companies currently using Tacton's CPQ solutions include ABB, Yaskawa, Caterpillar Propulsion and Siemens. Read more at [www.tacton.com](http://www.tacton.com)

### Proposals

- > Generates proposals and supporting documents – product sheets, user manuals, BOMs, spare parts lists
- > Documents in Word, Excel or PDF
- > Country- and role-specific proposals

### Maintenance & Support

- > No programming or IT expertise needed
- > Product data is maintained separately from configuration rules making it fast and easy to introduce and update products
- > Customer support by Tacton's knowledgeable consultants
- > Access to Knowledge Base online support

### Editions

- > **Professional** – out-of-the-box CPQ
- > **Enterprise** – fully configurable CPQ

### Supported browsers

- > Google Chrome
- > Firefox
- > Internet Explorer 10+
- > Safari

### Hosting

- > Cloud or on-premise

### Deployment

- > Standalone or embedded into existing systems
- > iOS app