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

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

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.

The solution goes beyond traditional guided selling. Tacton CPQ captures the customer's usage and commercial needs, and the configuration engine does the rest. Everything is taken into account - your latest product and pricing updates, local regulations, as well as your margin requirements. The software has the ability to find the solution that best matches the customer's needs and your business goals. With advanced pricing models and built-in approval workflows, your team will position and sell the right product at the right price - every time.

CONNECT SALES & MANUFACTURING. ELIMINATE ORDER ERRORS

Tacton's configurator validates the complete solution after each selection. Non-compatible, non-profitable or non-available options are not offered to the customer. The proposed offering 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.

SELL ACROSS CHANNELS & MARKETS WITH EASE

Tacton CPQ empowers your entire channel to sell your products profitably and with ease. The needs-based configuration 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.

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.

EASY TO IMPLEMENT, EASY TO MAINTAIN

Tacton CPQ is intuitive and easy-to-use, and no programming expertise is needed to set up, configure or maintain the solution. The administration module has built-in support for sandboxing and development, with version and release management capabilities. Introducing new products and making product updates is equally fast and easy.
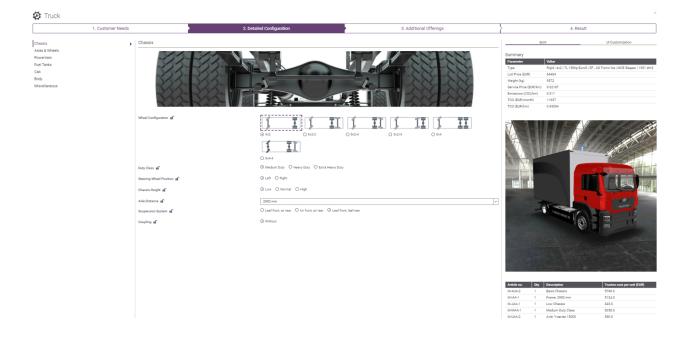
15 YEARS CPQ & MANUFACTURING KNOW-HOW

Tacton's 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

- Needs-based configuration goes beyond guided selling – engaging the customer, increasing win rates and customer satisfaction
- Sell across markets and borders, while always ensuring compliance with local commercial, technical and regulatory requirements
- Instant generation of professional looking proposals with all supporting documents
- Support of advanced pricing models
- Approval workflows significantly speed up the quoting process
- Visual Configuration with drag'n'drop gives your customer confidence in their buying decision
- Intuitive user interface with responsive design
- Completely configurable application with no need for programming skills for set-up or administration
- Robust security features

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GAME-CHANGING CONFIGURATION

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

PRICING

- Supports the most advanced pricing models
- Manages multiple price lists and currencies
- Handles pricing factors such as freight, taxes, etc.

QUOTING

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

VISUALIZAL CONFIGURATION

- Real-time interactive 3D Visual Configuration

MULTI-CHANNEL SUPPORT

- Sell across markets and borders
- Multi-language support
- Direct/partner/dealer/reseller/online channels

MANAGING THE APPLICATION

- Configurable business processes (e.g. workflow) and data governance (e.g. organizational structure)
- No programming or IT expertise needed, everything is set in Tacton CPQ Administration
- Product data is maintained separately from the product stucture and rules making it fast and easy to introduce and update products
- Customer support by Tacton's expert consultants
- Access to Knowledge Base online support

EASY INTEGRATION – ROBUST APIS

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

DESIGN AUTOMATION

- SOLIDWORKS®, Autodesk® Inventor® and Creo

EDITIONS

- Professional - Ready-to-use, partially configurable
- Enterprise - Ready-to-use, fully configurable CPQ

HOSTING & SUPPORTED BROWSERS

- SaaS, on-premise
- Chrome, Internet Explorer 9-11, Edge, Firefox & Safari

MOBILE APPS (IOS)

- Tacton CPQ, Tacton CPQ Approvals, Tacton AR, Tacton Authenticator

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

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