

Enhance Salesforce with Tacton CPQ
 Bring your products to life with visual configuration and AR
 Sell the right product – every time
 Connect sales & manufacturing. Eliminate order errors
 Solves the configuration challenges that others can't
 A dramatically faster quotation process
 15 years' CPQ & manufacturing know-how

Tacton CPQ for Salesforce®

For manufacturers on the Sales Cloud®

ENHANCE SALESFORCE WITH TACTON CPQ

Tacton CPQ for Salesforce extends Salesforce with powerful capabilities that make selling custom products easy. Developed specifically for the manufacturing industry, Tacton helps sales to configure and price even the most complex products and generate quotations that will set you apart from the competition.

BRING YOUR PRODUCTS TO LIFE WITH VISUAL CONFIGURATION AND AUGMENTED REALITY (AR)

Tacton's visual configurator lets you and your customer configure products in the most intuitive way imaginable. Drag and drop options and features, change dimensions and project your product in the real world with AR – you can do it all.

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

With Tacton CPQ, you can automate the entire sales engineering process enabling smart manufacturing. Because the configurator validates the complete solution after each selection, 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 sync, and removing error-prone information handovers.

SOLVES THE CONFIGURATION CHALLENGES THAT OTHERS CAN'T

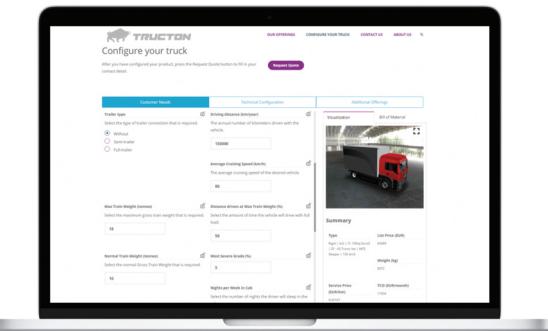
At the heart of the solution, and what really sets Tacton apart, is a powerful, constraint-based configuration engine, built to handle the most complex configuration challenges. The complexity of your product portfolio will never be a limiting factor in an implementation.

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.

15 YEARS' CPQ & MANUFACTURING KNOW-HOW

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





KEY ADVANTAGES

- Needs-based configuration goes beyond guided selling – increasing win rates
- Inspire confidence in your customers' buying decision with real-time, interactive, visual configuration
- Quickly configures products with thousands of parts, with automatically generated Bill-Of-Materials
- Decrease quoting time with instant generation of professional-looking proposals
- Enables selling across markets ensuring compliance with local commercial and regulatory requirements
- Send, manage and sync order with SAP® ERP

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
- Validates the complete solution after each selection. Ensures valid, error-free configuration – every time
- Automatic error resolution and no dead-ends

PRICING

- Supports the most advanced pricing models with multiple price lists, currencies and pricing factors

QUOTING

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

OMNI-CHANNEL CPQ

- Drive leads with public configurator
- Multi-language support
- Sell through direct/partner/dealer/reseller channels

MAINTENANCE & SUPPORT

- No programming or IT expertise needed
- Fast and easy to introduce and update products with Tacton's unique constraint-based technology
- Customer support by Tacton's expert consultants
- Access to online support

OUT-OF-THE-BOX CAD AUTOMATION

- SOLIDWORKS®, Inventor® and Creo®

OUT-OF-THE-BOX ERP INTEGRATION

- SAP ERP

ROBUST INTEGRATION APIs

- ERP, PLM, PIM, etc.

VISUAL CONFIGURATION

- Visual configuration with drag and drop, and AR

MOBILE APPS

- iPhone, iPad and Apple Watch apps

About Tacton

A global leader in advanced Configure, Price and Quote (CPQ) solutions, Tacton offers a cloud-based digitalization platform that makes it dramatically simpler to design, configure, and sell complex products. Many of the world's leading global manufacturers are benefitting from Tacton's smart manufacturing platform, including ABB, Bosch, Caterpillar Propulsion, Daimler, MAN, Mitsubishi, Siemens, and Yaskawa. Tacton is headquartered in Stockholm, Sweden, with additional regional headquarters in USA, Germany, and Poland. Learn more at www.tacton.com. Tacton Systems AB | EU: +46 8 690 07 50 | US: +1 770 978 0372 | info@tacton.com