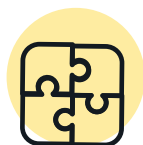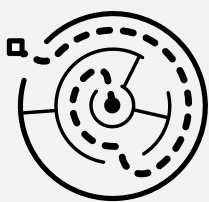# Tacton CPQ for Salesforce

## The Challenge

Sales professionals selling complex configurable industrial products need to navigate millions of configuration choices to meet technical requirements, commercial options, and regulatory compliance. Designing the optimal solution can be a challenge even for the most experienced reps.
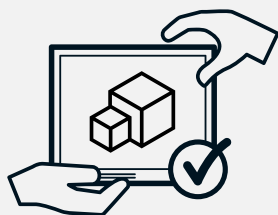
## Our Solution

Tacton CPQ's integration to Salesforce supercharges Salesforce CRM with advanced product configuration, pricing and quoting for a flawless and fast selling experience. Effectively guide sales reps through the sales process, quoting 100% accurate and deliverable solutions on their own and without leaving the CRM.
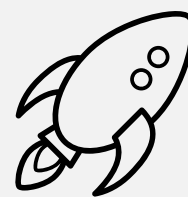
## Features and Benefits

**Need-based guided selling captures every customer requirement to find the optimal solution**

**Inspire confidence in your customers' buying decision with real-time, interactive, visual configuration**

**Quickly configure products with thousands of parts, with automatically generated Bill-Of-Materials**
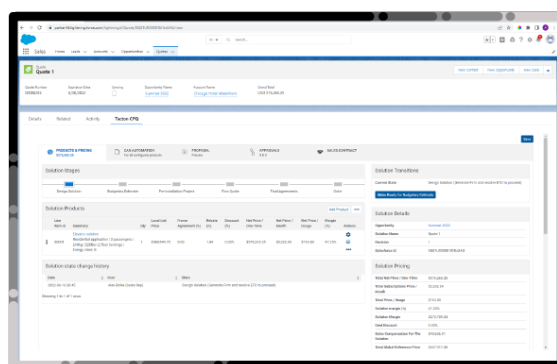
**Decrease quoting time with instant generation of professional, dynamic proposals**

## Key Use Cases

**Tacton CPQ for Salesforce**

- Enable non-tech users to transform complex configuration problems into accurate quotes in a matter of minutes.

- Provide direct sales reps and resellers with Tacton's trusted configuration, Visualization, CAD Automation, and more, within the familiar Salesforce environment.

- Spend less time on processes and more time on the customer. Trust the configurator to validate and sync the solution and focus on delivering a first-time right buying experience.

# Tacton CPQ for Salesforce

## Technical Specs

- Full Tacton CPQ capability embedded in Salesforce

- Compatible with Salesforce Sales Cloud and Salesforce Experience Cloud

- Differentiate user interfaces for different user types, e.g. direct sales staff and partner sales.

- Tailor workflows, panels and look and feel to fit branding and processes.

- Support for Single Sign-On (SSO)

**Configuration**

- Constraint-based configuration means dramatically fewer rules

- Always present the optimal solution

- Highly scalable – stateless configuration engine handles complex models and high user loads

- Validate the complete solution after each selection. Ensures valid, error-free configuration – every time

- Automatic error resolution and no dead-ends

**Pricing**

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

- Supports time-based service subscriptions combining one-time, recurring, and usage-based pricing

**Quoting**

- Generate branded proposals and supporting documents: user manuals, BOMs, spare parts lists, …

- Country and role-specific proposals

**Omnichannel Sales**

- Drive leads with a public configurator

- Sell directly with customer self-service

- Sell through partner/dealer/reseller channels

**Maintenance & Support**

- No programming or IT expertise needed

- Fast and easy to introduce and update products

- Customer support by Tacton's expert consultants

- Access to online support

**Out of the box CAD Automation**

- SOLIDWORKS®, Inventor® and Creo®

**Robust integration APIs**

- ERP, PLM, PIM, etc.

**Visual Configuration**

- Real-time photorealistic rendering in 2D and 3D with drag and drop capability, and AR

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tacton