

Tacton CPQ Subscription Pricing



The Challenge

Whether selling equipment as a service or starting with basic hardware plus services bundles, the quoting process can be difficult. Aligning on the correct service contract for equipment is slow and costly. This makes matching configurations and services a challenge.

Our Solution

Tacton CPQ Subscription Pricing empowers manufacturers to configure a complete, and optimal solution – including complex industrial equipment, accessories, and subscription-based services – in one powerful, CPQ system.

Features and Benefits



Always offer the correct and optimal service contract specific configured equipment



Combine one-time, recurring, and usage-based charges to optimize your service pricing



Configure a complete solution including subscription-based services

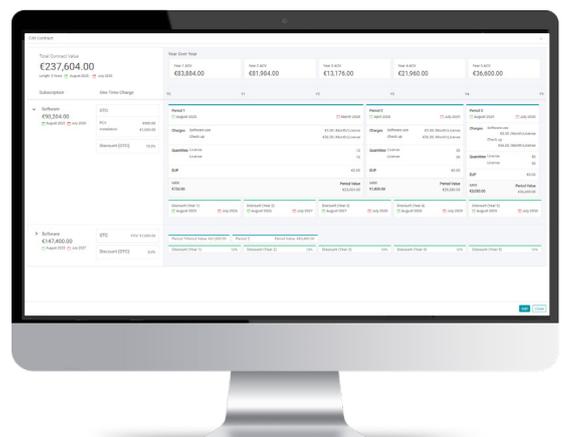


Forecast monthly recurring revenue (MRR) and annual recurring revenue (ARR)

Key Use Cases

CPQ Subscription Pricing

- Negotiate proposals with individual service contract lengths, periodization, and committed and uncommitted license quantity and discount ramps
- Visualize payment plans including Total Contract Value (Total Net Price), Total Price of Equipment (CAPEX), and Total Subscription Price (OPEX)
- Forecast predictable revenue for you, and predictable costs for your customers



Tacton CPQ Subscription Pricing



Technical Specs

- Automatically offer the right service subscriptions based on your product selections
- Sell subscriptions standalone or together with your products
- Integrated with Tacton Product Modeling
- Automated contract calculation
- Add services as part of your documentation through Tacton standard document generation
- Access all contract information through API