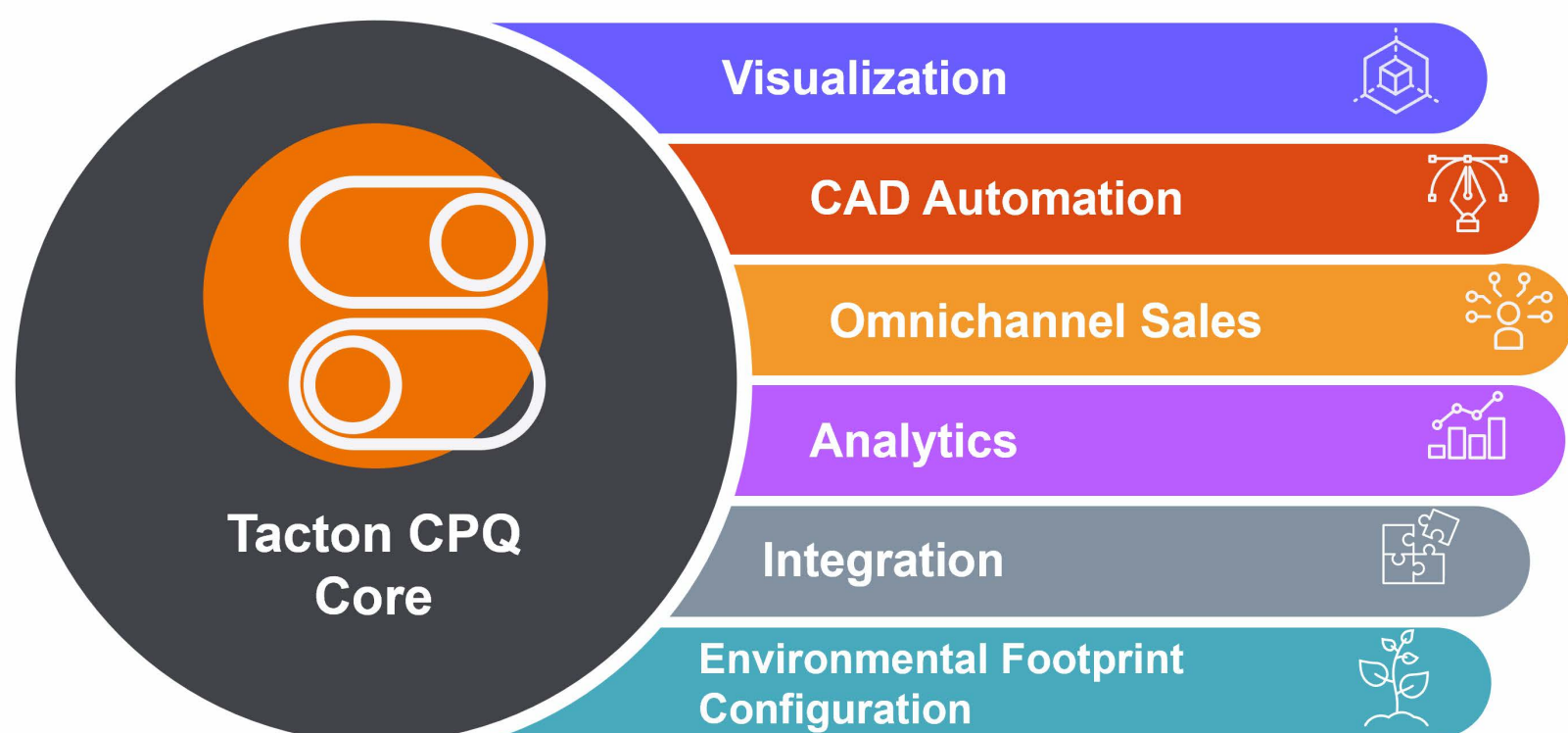# tacton

Tacton CPQ (SaaS):
Editions & Options

How to choose the right Tacton CPQ for your business needs.

Start small and scale up, or support your entire enterprise today.

Tacton CPQ Core

- Visualization
- CAD Automation
- Omnichannel Sales
- Analytics
- Integration
- Environmental Footprint Configuration

Tacton CPQ (SaaS): Editions & Options

Start with selecting an edition. Then extend your Tacton CPQ Core with options suitable for your business needs.

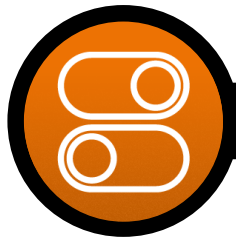| Editions:	Starter	Enterprise	Enterprise+
Tacton CPQ Core			
Standard CPQ Features	✓	✓	✓
Subscription Pricing	-	$	✓
System Configuration (advanced)	-	$	✓
Custom Roles & Organizations	-	✓	✓
Additional Front-end Environment	$	$	✓
Additional Tenant	$	$	✓
Mass Configuration Management	$	$	✓
Product Validations	-	✓	✓
Integrations			
Open standard APIs	✓	✓	✓
Integration to Salesforce	✓	✓	✓
Integration to Microsoft Dynamics	✓	✓	✓
SAP Integration enablers	✓	✓	✓
Data Import Automation	-	$	✓
Analytics	$	$	✓
Visual Configuration			
Visualization	$	$	✓
Layout Planning	-	$	✓
CAD Automation	$	$	✓
OmniChannel Sales			
API for Lead Generation	$	$	$
API for Self-Service	-	$	$
External Users	-	$	$

tacton

Contact Tacton Sales for Prices

✓ Included in the license fee $ Available at additional charge   – Not available in this edition

Standard Features of Tacton CPQ Core

What do I get?

• SaaS Hosting (EU / NA)
• 2 Tacton CPQ tenants
  • Production: 1 Administration + 2 Front-end/
    Connected Environments
  • Early Access: 1 Administration + 1 Front-end/
    Connected Environment
• Regular product releases directly available in your Tacton
  CPQ SaaS environments
  (https://www.tacton.com/services/product-updates/)
• Tacton Product Support, Help Center and Tacton Community
• ISO/IEC 27001, ISO/IEC 27002, GDPR compliant

How Do I Access It?

• Standard browsers
• Authentication Methods (Basic Auth (2FA app), OpenID,
  SAML, Oauth, API Key)

Tacton Administration

• Collaborate effectively in global teams with tickets, QA
  and release tools
• Customize administrator permission roles for different
  types of logic and data
• Desktop Connector – edit Admin data in MS Office
  applications

Sales Channels

• Flexible account to proposal object model, workflows,
  and layouts.
• Standard and custom CPQ objects and attributes
• Use baseline Roles and Organizational tree to define
  governance rules for objects (read/write) and workflows
• Localization, translation, branding, and languages
• Dashboards, emails, and notifications
• Copy, import, and reuse previous solutions
• Offer alternative configurations in the same solution
  Line item management (reorder, hierarchy)
• Update mechanisms to assist users in always using the
  latest product models and pricing data
• iOS apps for Tacton CPQ and Approvals
• User management

Trusted Configuration and Product Catalog

• Best-of-breed methodology and constraints-based
  configurator for digitally modeling high-variance products
  (with Product Modeling or TC Studio)
• Define any number of configurable products and their
  configuration interface
• Use needs and sizing to drive default configuration
  parameters
• Define sales BoM structure
• Product catalog of configurable and non-configurable
  products
• Connect a module variant catalog to manually extend your
  configuration with mounted third-party accessories etc.
• System Configuration: Offer multiple configurable products
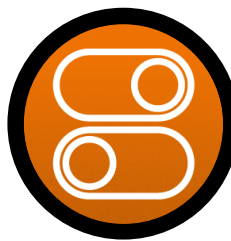 interconnected into a single system.

Costing and Pricing

• Build your price waterfall with our advanced price
  modeling tools. Design cost-plus, list based or any other
  price strategy for your products.
• Define automatic (context based) and manual discounts &
  adjustments
• Margin control
• Connect cost elements with module variants to calculate
  margins for every configuration.
• Connect your price model with role permissions, workflow,
  and approvals.

Quoting and Document Generation

• Build document templates in Microsoft Word, Microsoft
  Excel, or our own web-based editor and connect them
  with attributes and data in the account to proposal workflow.
• Generate accurate proposals and other supporting sales
  documents every time with our document generation tools.
• Share and collaborate generated documents with your
  customers through our proposal collaboration portal.

Approvals

• Default and customizable workflows for Engineer-To-Order
  and Business approvals
• BoM editor + Solution BoM editor

tacton

Tacton CPQ Core Options

Subscription Pricing

Create time-based service subscriptions within CPQ. Offer service contracts based on specific product configurations, combining one-time, recurring and usage-based service charges.

Mass Configuration Management

Enable end-users to import and configure multiple products on a solution without having to open them one-by-one.

Custom Roles & Organizations

Permissions to read and edit transactional data is governed through Roles and Organizations. Standard CPQ includes some baseline Roles and Organizations. This option enables you to customize those according to your business needs.

System Configuration (advanced)

Extend the system configuration capabilities customizing how your interconnected configurable products should behave and be experienced. Confidently offer large system configurations while maintaining high performance and seamless sales experience.

Additional Tenant

Access to one additional CPQ tenant, including 1 Tacton Administration environment and 2 Front-end/Connected environments (1 Production and 1 Early Access).

Additional Front-end Environment

Access to one additional Tacton CPQ Front-end environment to your existing Tacton Administration. Can be used for end-user education or integration testing.

Product Validations

Perform an additional confirmation on the choices made in a particular product configuration in an external simulation system.

Integrations

Open standard APIs
Powerful APIs to access and manage data in both Front-end/Connected environments (e.g. API for Direct Sales) and Tacton Administration (e.g. API for Administration).

SAP Integration Enablers
Powerful APIs to access and manage data in both Front-end/Connected environments (e.g. API for Direct Sales) and Tacton Administration (e.g. API for Administration).

Integration to Salesforce
Customizable integration between Tacton CPQ and Salesforce Sales/Community Cloud to leverage the power of CPQ in your preferred CRM tool. Use the outputs from Tacton CPQ in Salesforce, including transactions and sales forecasting. Integration is built and hosted in Tacton CPQ.

Integration to Microsoft Dynamics 365
Customizable integration between Tacton CPQ and Dynamics 365 to leverage the power of CPQ in your preferred CRM tool. Use the outputs from Tacton CPQ in Dynamics 365, including transactions and sales forecasting. Integration is built and hosted in Tacton CPQ.

Data Import Automation
Boost your integrations to other enterprise systems by continuously importing, validating and releasing master data directly to the front-end environment. Suitable for volatile master data, e.g. currency, costs and product data.

Analytics

API for Analytics
Extract transactional CPQ data from a Tacton CPQ Front-end Environment via a dedicated API. The retrieved data can be used in 3rd party analytics and BI tools as an external data source or stored in an external data layer.

Product Variance Insights
Analyze the variability of your product models with variance insight reports. The report can be viewed, retrieved from the API and exported in Excel format.

tacton

Visual Configuration

Visualization

Display a 3D real-time visualization of the configured product within the whole fidelity spectrum from technical to photorealistic and create an engaging configuration experience. This option also includes support for an Augmented Reality (AR) representation of the configuration using a separate mobile app.

Layout Planning

Display a 3D real-time visualization of the configured product and empower users to interact with the visualization via drag & drop to support geometrical configuration use cases like visual layouts of equipment and systems. This option also includes support for an Augmented Reality (AR) representation of the configuration using a separate mobile app.

CAD Automation

Empower your sales reps (in Tacton CPQ) or end-customers (via API for Self-service) to generate 2D and 3D CAD drawings based on a configured product, directly from the web browser. Sales reps can then share the CAD files and documents via Proposal Collaboration. Available for SOLIDWORKS, Autodesk Inventor and PTC Creo.

Omnichannel Sales

External Users

Empower partners and resellers with access to your CPQ in the same way as direct sales internal users.

Lead Generation

Bring the product configurator to your external webpage or eCommerce and allow anonymous prospects to explore your full product variance on their own. Captured leads are then shown in Tacton CPQ where sales rep can convert them to Opportunities. Lead Gen UI provided and owned by customer.

Self-service

Bring product catalogs, configuration, pricing, document generation, Visual Configuration*, and CAD automation* to your end customers or partners directly on to your website or eCommerce system. Created shopping carts can then be checked out directly or be routed via order/sales support inside Tacton CPQ. Self-service UI and payment solutions provided and owned by customer.

Requires Visual Configuration option.
Requires CAD Automation option.

Environmental Footprint Configuration

With Tacton CPQ Environmental Footprint Configuration, you automate and scale the climate impact calculations of your sold products, creating carbon transparency to your customers, your company, and to legislators and investors.

Instant and full footprint calculation for every configurator selection. Optimize whole solution on lowest footprint. Make the product footprint available in quotes and reports. Integrates with major Life-Cycle Assessment vendors, such as SimaPro.

tacton

tacton

Headquarters:

Stockholm
Klara Norra Kyrkogata 33 SE-111 22
Stockholm Sweden
+46 8 690 07 50

Chicago
515 North State St. Floor 12
Chicago IL 60654, USA
+1 312 721 1099

Regional Offices:

Karlsruhe
Wachhausstrasse 1
76227 Karlsruhe, Germany
+49 721 350 5290

Warsaw
Sienna 39 00-121
Warsaw, Poland

Tokyo
Marunouchi
North Exit Building 9F
1-6-5 Marunouchi
Chiyoda-ku, Tokyo
Japan

tacton