

Case Study

Tacton CPQ Minimizes the Workload for FLSmidth

Inefficient proposals, orders and design work lead FLSmidth to search for new solutions that would enable them to streamline these processes. This search led them to Tacton Configure, Price, Quote (CPQ) solutions that help them work faster and smarter to stand out in a crowded field.

Global engineering company FLSmidth supplies equipment and services to the cement and minerals industry. The company replaced its legacy configurator with Tacton's constraint-based system and has streamlined product configuration, design and proposal generation.

The Problem

FLSmidth, headquartered in Denmark, is the leading supplier of equipment and services to the global cement and minerals industries.

The company offers everything from single machines to complete cement plants and mineral processing facilities. As with all industrial equipment, customization is a necessity. To optimize workflow, FLSmidth used legacy product configuration to optimize proposals, orders, and design for many years.

When their current configurator solution no longer supported their needs, they chose to replace it with Tacton's stronger constraint-based solutions. It was also important to FLSmidth that Tacton utilize product structure from PLM in their configuration models.

The Solution

During the evaluation, FLSmidth was impressed by Tacton Configurator's ease of use and maintenance, interactivity, and robustness as a product configurator and sales configurator.

FLSmidth began using Tacton Configurator in production in 2009. Together with Tacton Design Automation, it strengthened the automated output of 2D/3D and ERP documentation, working, consistently across all products.

FLSmidth was able to reuse existing integrations to their legacy system, and the user interface was tailored to the organization's way of working, consistently across all products. Tacton's solution is now used in approximately 50 different FLSmidth product models.

Tacton Configurator seamlessly integrates FLSmidth's system with external programs that do complex equipment sizing calculations. Utilizing the same Tacton model, FLSmidth strengthened its automated output of 2D, 3D, ERP, Microsoft documents, etc.

FLSmidth's system now shares information, which leads to increased efficiency because data is only entered only once and rule writers share information with system end-users.



About FLSmidth

FLSmidth is a market-leading supplier of equipment and services to the global minerals and cement industries. FLSmidth supplies everything from single machine units to complete minerals and cement flow sheets including associated services. With more than 13,000 employees, it is a global company with headquarters in Denmark and local presence in more than 50 countries. Read more at www.flsmidth.com

About Tacton

Tacton is a leading SaaS company trusted by global manufacturers. Tacton Trusted Configuration simplifies sales for manufacturers of complex products. Tacton's Configure, Price, Quote software is named a Visionary by Gartner in the Magic Quadrant for CPQ Application Suites and is recognized for its advanced product configuration and visualization capabilities. Tacton's founders pioneered computer-based product configuration which today powers Tacton CPQ and CAD Design Automation. Since 1998, Tacton is trusted by global customers such as ABB, Daimler, MAN, Scania, Siemens, Xylem, and Yaskawa. It is co-headquartered in Chicago and Stockholm, with regional offices in Karlsruhe, Warsaw, and Tokyo.