

Global provider of heat and fluid solutions transforming their go-to-market approach

Manufacturing Focus:

Industrial Machinery

Approximate Annual Revenue:

€4.5B

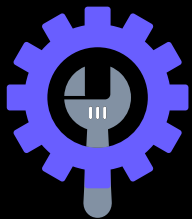
Key Drivers for CPQ Research :

Needed to implement an eCommerce solution and CPQ is a prerequisite if you want to expose a complex product in a e-commerce setting. Managing the increased product complexity and create standardization in the offering. Improve self service capabilities for Sales, Channel and Customer.

**Data based on research conducted with Tacton installed base before and after implementation. The numbers shown are derived from typical cases seen in the market.*



Annual Impact working with Tacton CPQ*:



Savings in
Administration
and Data
Maintenance

Expected Value
€ 52,000



Time Savings
from Reduced
Sales Labor

Expected Value
€ 3,276,000



Profit from
More Orders

Expected Value
€ 2,493,000