



Empowering Engineers

Unleashing the Potential of CPQ

Introduction

In the dynamic world of engineering, your team encounters intricate challenges related to configuring, pricing, and quoting complex products or solutions. To tackle these obstacles, CPQ (Configure, Price, Quote) solutions have emerged as indispensable tools, offering streamlined and optimized processes. Let's look at the advantages of CPQ for engineers, illustrating how it empowers them to elevate their efficiency, accuracy, and collaboration in their work.

CPQ Advantages for Engineers

Streamlined Complex Configurations:

Engineering projects often involve complex and customized configurations to address specific customer requirements. Manually handling these configurations can be time-consuming and error-prone, leading to delays and misunderstandings. CPQ software simplifies the process by providing a user-friendly interface that allows your sales team to select and assemble components, features, and options seamlessly. This ensures your engineering team doesn't have to worry about costly reworks. This streamlines the configuration process, ensuring accuracy and consistency while saving valuable time and resources.

Eliminating Bottlenecks and Delays:

The traditional manual approach to project configuration often involves numerous iterations and approvals from various stakeholders, leading to bottlenecks and delays. CPQ software expedites the process by instantly validating configurations, pricing, and compatibility, reducing the need for multiple revisions. With a streamlined workflow, engineering professionals can generate accurate quotes and proposals faster, enabling them to respond promptly to customer inquiries and secure projects ahead of competitors.

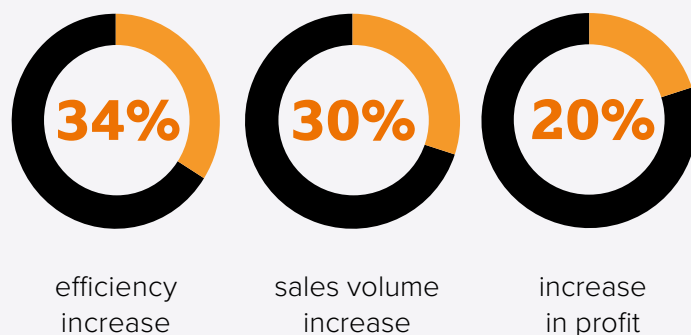
Enhancing Collaboration and Knowledge Sharing:

In complex engineering projects, collaboration between different teams is crucial for success. CPQ acts as a centralized platform, allowing engineering professionals, sales teams, and other stakeholders to collaborate seamlessly. Engineers can share configurations with colleagues, get real-time feedback, and discuss design alternatives, fostering a more integrated and agile decision-making process. This level of collaboration enhances project coordination, reduces miscommunications, and ultimately contributes to better project outcomes.

Accelerated Quote Generation:

CPQ software automates the quoting process, allowing engineers to create accurate and professional quotes within minutes, even for highly intricate projects. With real-time pricing calculations and automated data inputs, CPQ software eliminates manual errors and enables engineers to respond promptly to client inquiries, enhancing customer satisfaction and trust.

Annual Impact working with Tacton CPQ:



Ensuring Pricing Accuracy:

Pricing accuracy is crucial for engineering professionals, as even minor discrepancies can have significant financial implications. CPQ software integrates with pricing databases and other enterprise systems, ensuring up-to-date pricing information is readily accessible. This real-time data guarantees accurate pricing for components, materials, and labor, minimizing the risk of over- or under-quoting. As a result, engineering professionals can confidently deliver transparent and competitive pricing to their clients.

Optimizing Resource Utilization:

CPQ software not only saves time but also optimizes resource utilization. By efficiently configuring projects and minimizing errors, engineering professionals can allocate their time and expertise more effectively, focusing on high-value tasks that drive innovation and project success. This optimization of resources contributes to increased productivity and better utilization of human capital within the engineering team.

In Closing

Configure Price Quote (CPQ) software has become a vital tool for engineering professionals, revolutionizing the way they configure, price, and deliver projects. By streamlining complex configurations, accelerating quote generation, ensuring pricing accuracy, enhancing collaboration, and improving sales performance, CPQ software empowers engineering professionals to operate more efficiently and competitively.

What's next?

Let's discuss your business and how Tacton can help create a fast and flawless selling process!

[Let's talk!](#)



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 Leader 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.

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