



# Connecting Organizational Silos with Tacton

Patrik Östberg, 2019-05-23

# Connecting the Silos

tacton 

CRM



ERP



PLM & CAD 

tacton  vision

**To enable smart commerce for  
manufacturers**

# Key digitization enablers



## Speeding up Individualization

- Mass-customization
- Increasing product variance
- Faster innovation cycle
- One-time design changes
- Produce unique 3D printed parts

## Embrace Decentralized Value Chains

- Autonomous partner sales
- Pipeline based production planning
- Co-development with suppliers
- Use automated procurement portals
- Integrated ETO across supply chain

## Meeting Customer Expectations

- Speed in customer replies
- Visual feedback for complex products
- Better product fit with lower cost
- Online/app B2C experience
- Customer self service

## Using a future proof platform

- Short time-to-value
- Drive user adoption
- Continuous process improvement
- Shape the customer journey
- Ever evolving SaaS platform for dataplay

## Enable An Outcome-based Economy

- Price based on value delivered
- Revenue across the Customer lifecycle
- Drive superior customer satisfaction
- Be an expert advisor for the customer
- Capital equipment as a service

## Leveraging Product Connectivity

- Track equipment usage
- Drive prescriptive maintenance
- Leverage usage data in sales
- Drive customer value with asset data
- Installed base lifecycle management



# Speeding Up Individualization



## Drivers

Mass-customization

Faster innovation cycle

Unique 3D printed parts

Increased product variance

One-time design changes

Bridge corporate silos with holistic product models supporting sales, engineering, supply chain and service

Enable sales configuration of multi-product systems and third party parts/assemblies

High efficiency engineering with configuration models connected to full eBOM and PLM

Integrated design automation in CPQ for effective support of high complexity ETO

Lot size one with 3D CAD models in manufacturing orders to MES/MERP

## Tacton Roadmap

# Using a future proof platform



## Drivers

Short time-to-value



Standard process set-up that can be configured to the specific needs

Drive user adoption



See the user journey and adapt, train and enforce to reach optimal value

Continuous process improvement



Analyse how the initial process can be made even more effective

Shape the customer journey



Store and track customer actions to optimize the interaction with customers

Ever evolving SaaS platform



Benefit from the latest capabilities/UX without costly design, implementation and maintenance

## Tacton Roadmap



# Connecting the Silos

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ERP



Tacton CPQ



PLM & CAD 

A person wearing a blue hoodie is seen from behind, with their arms raised in a celebratory gesture. The background is a vibrant sunset or sunrise sky with warm orange and yellow tones near the horizon and cooler blue and purple tones higher up. A semi-transparent dark grey rectangular box is centered over the image, containing the text.

# Tacton CPQ

An integrated CPQ as a Service maintained by customers



A person is standing on a dark, rocky mountain peak in the foreground. In the background, there are layers of mountain ranges under a bright, hazy sunset sky with soft clouds. The overall mood is serene and inspiring.

# **Tacton Administration**

Empower your organization



Sandbox



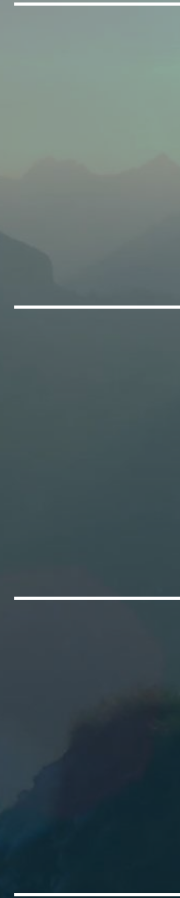
Sandbox



Sandbox



Sandbox



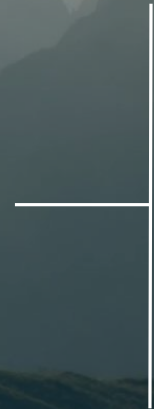
Master



Test



Prod





**Online Editor +  
Sandbox**



**Online Editor +  
Sandbox**



**Online Editor +  
Sandbox**



**Online Editor +  
Sandbox**

# Connecting the Silos

tacton 

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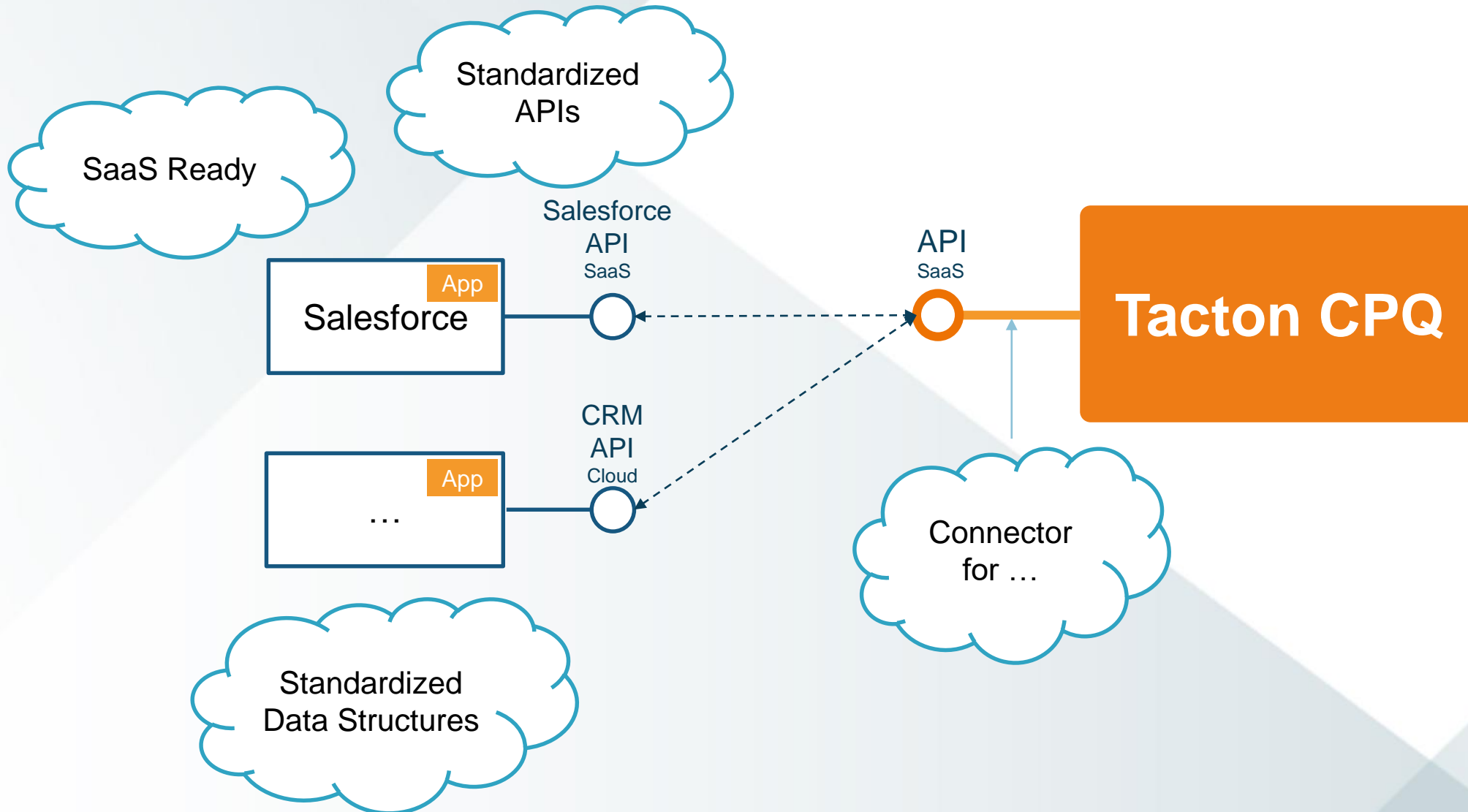


**Tacton CPQ**



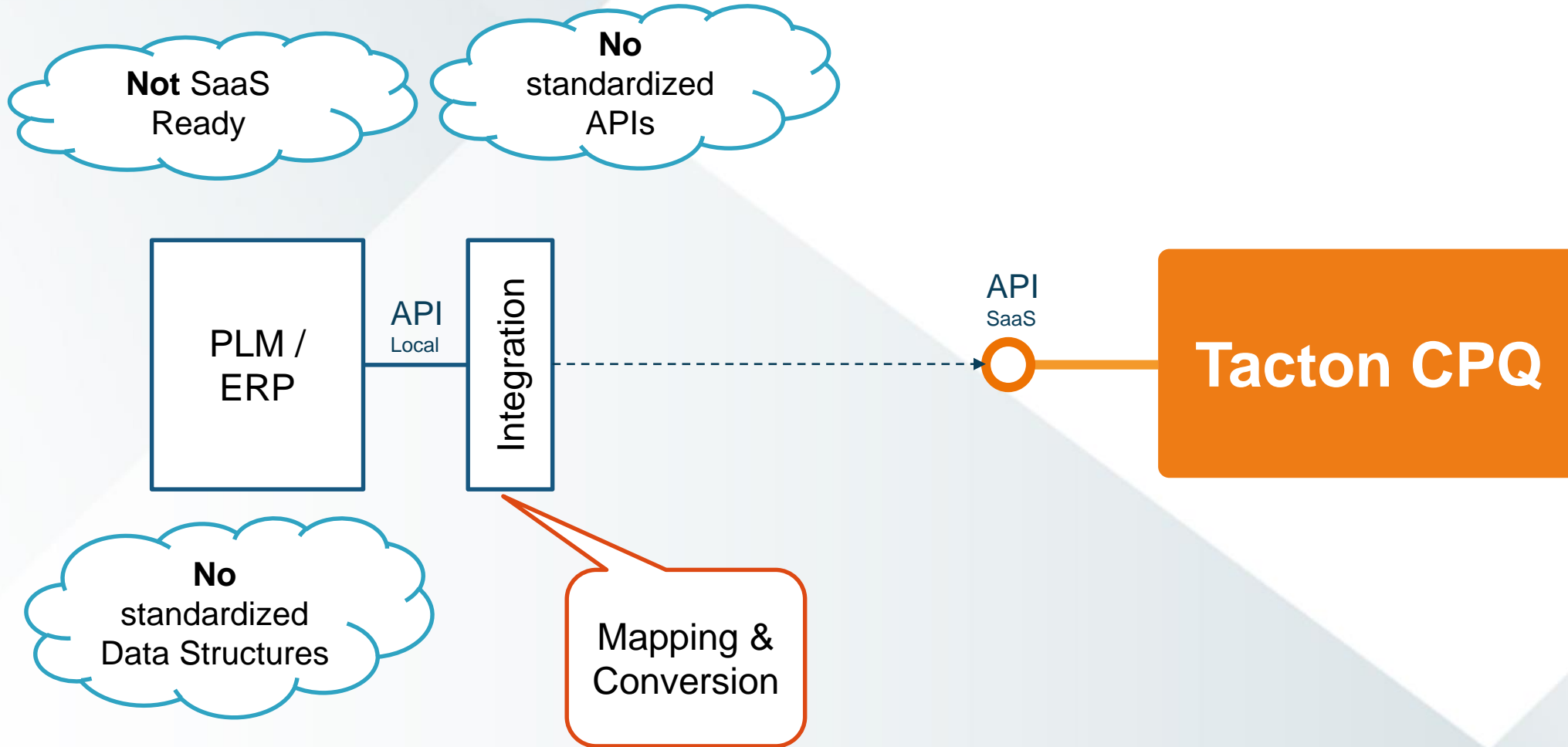
PLM & CAD 

# CRM integration





# PLM/ERP integration



Thank you for your attention!