

# Tacton CPQ

## The Challenge

Driving revenue is a top priority for manufacturers, but changing customer demands, manual process, and inefficient operations make it difficult to deliver the highly customized products customers require.

## Our Solution

With Tacton CPQ software it's easier than ever to improve efficiency by automating business processes to deliver fast, error-free quotes and eliminate order errors for highly configurable manufacturing products.

## Features and Benefits



Need-based guided selling captures every customer requirement



Eliminate error prone handovers across your teams



Produce accurate, high quality proposals down to the bill-of-material



Accelerate sales by offering the 100% correct product configuration to your customer — FAST

## Key Use Cases

### Tacton CPQ

- Dramatically fewer rules with Constraints-Based configuration
- Present the optimal solution, every time
- Support the most advanced pricing models



- Country and role specific proposals
- Real-time 3D Visual Configuration
- Integrate into existing CRM, ERP or eCommerce system



# Tacton CPQ

## Technical Specs

- Constraint-Based configuration means dramatically fewer rules
- Always present the solution that best meets the customers' needs
- Highly scalable - stateless configuration engine handles complex models and high user loads
- All variables simultaneously considered. Ensures valid, error-free configuration

### Pricing

- Supports the most advanced pricing models
- Manages multiple price lists and currencies
- Handles pricing factors such as freight, taxes, etc.

### Quoting

- Generates proposals and supporting documents - product sheets, user manuals, BOMs, spare parts lists
- Documents in Word, Excel or PDF

### Visual Configuration

- Real-time interactive 3D Visual Configuration

### Omnichannel Sales

- Sell across markets and borders with multi-language support
- Direct/partner/dealer/reseller/online channels

- Enable Customer Self-Service

### Managing the Application

- Configurable business processes (e.g. workflow) and data governance (e.g. organizational structure)
- Product data is maintained separately from the product structure and rules for easy product updates
- Customer support by Tacton's expert consultants

### Integrations

- Integrate into any system with our Open API
- CRM (e.g. Salesforce<sup>®</sup>, SAP CRM and MS Dynamics)
- ERP (e.g. SAP ECC, Microsoft Dynamics and Oracle)
- PLM (e.g. Siemens PLM, Enovia PLM and Windchill)

### CAD Automation

- SOLIDWORKS<sup>®</sup>, Autodesk<sup>®</sup> Inventor<sup>®</sup> and Creo

### Editions

- Starter, Enterprise, Enterprise +

### Hosting & Supported Browsers

- Chrome, Internet Explorer 9-11, Edge, Firefox & Safari

### App Available on iOS



**Have we aroused your interest?**  
Contact us. We are glad to advise you!  
Tel. +49 [6131] 32 785 10 oder info@lino.de.

**Lino**<sup>®</sup>

Lino GmbH  
Grosse Bleiche 15  
55116 Mainz, Germany  
www.lino.de/en

