

Tacton Sales Automation

The Challenge

Inefficient sales processes do not meet customer requirements. Configuration, pricing and quotation generation have to be simplified drastically for sustainable business success.

Our Solution

With Tacton Sales Automation you can generate individual quotations, bills of material, and orders for the most complex industrial products - in minutes instead of weeks.

Highlights



seamless system integration (CAD, PDM, ERP, CRM, PLM)



powerful, constraint-based product configuration



high quality offers with complete documentation

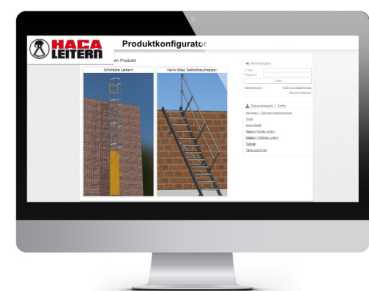


shorter sales cycles result in higher sales

Functions & Benefits

Tacton Sales Automation (TSA) is a user-friendly, web-based quotation system that allows error-free configuration, creation of individual quotations, parts lists, and ordering of configurable products.

With Tacton Sales Automation sales teams, dealers and channel partners create accurate, high-quality quotes: easily, conveniently and efficiently.



Tacton Sales Automation

Specifications

A guided sales process based on the needs of your customers

With Tacton Sales Automation, your team can focus on what your customers really need, rather than on product features and functions. Sales management helps your sales team to guide customers to the right decision by asking them about their specific needs and the factors that are important to them - intended use, operating costs, price, energy efficiency, or other preferences. This helps your customers to make confident purchasing decisions.

Tacton's solution for pricing

Tacton goes beyond the simple pricing of job-order production, and allows pricing and order creation for project production - no matter how complex your product catalog or pricing structure may be. The Tacton solution even goes further than many other pricing solutions by proactively offering the optimal price based on the factors determined to be most relevant. This could be the highest margin, customer value, lowest price, or a weighted combination of these and other attributes.

Easy to update without downtime

Because pricing information is centrally managed by constraints, changes can be made easily and quickly without the need for IT assistance. Price changes do not change the logic of the quotation process, so there is no downtime for programming. This means you can respond quickly to changing market conditions with price adjustments, discounts and special offers. The changes are automatically transmitted to your sales channel, so your sales people always have the most up-to-date price information.

High-quality deals to close - in minutes and hours, not days or weeks

When the configuration phase is completed, a quotation is automatically generated, along with the complete documentation, which includes technical documents, 2D drawings, 3D visualizations, prices, BOM lists and other accompanying documents. This does not only save an enormous amount of time but also guarantees a professional, error-free quotation package. An offer that provides your customers with all the information they need and fully supports your purchasing process. Your sales team will be relieved so that they can concentrate on selling!

Consistency of the solution

Tacton integrates seamlessly with ERP, CRM, PLM and CAD systems. This means that a wide variety of processes, tasks and functions can be supported with only one underlying set of constraints. You can automate your entire process - from quotation to production. The solution supports the sales department in the preparation of quotations, pricing, technical drawings and product descriptions and also generates output documents such as bills of materials, work plans and production drawings.

Powerful, constraint-based product configuration

Tacton's solution is based on a powerful, constraint-based configurator engine that can manage the configuration of the most complex products. Since the configuration logic is separated from the product information, it is very easy to set up and manage configuration rules and to make adaptations as products evolve.



Tacton Sales Automation

Drastic improvements with the help of the product configurator

And these are the reasons:

- The sales team gets access to the knowledge needed to offer the right product at the right price
- They will always offer the solution that is optimal for your customer and for you
- Even new or inexperienced sales people can sell complex products effectively
- Shorter sales cycles lead to more offers per year, which in turn results in higher sales
- You gain a competitive advantage by delivering accurate, high-quality quotes faster than the competition
- You will get better control over your margins, resulting in increased profitability
- The administrative burden for sales and configuration specialists is reduced
- Product specialists will have more time to focus on innovation and product development

Advantages at a glance

Features

- Generate and manage offers online or offline
- Complete change history allows users to track, search and reuse offers
- Work with several offers opened in parallel
- Supports sales collaboration with role-based user capabilities
- Modern document generation allows the creation of "rich" offers
- 3D visualization with Lino[®] 3D web
- Generation and integration of CAD drawings and CAD files for download

Lino[®]

Lino GmbH
Grosse Bleiche 15
55116 Mainz | Germany
www.lino.de



Have we aroused your interest?

Contact us. We are glad to advise you!

Tel. +49 [6131] 32 785 10 oder info@lino.de.



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