WELCOME TO TactonDay 18

We ❤️ You
Product Update
Tacton Day
2018-10-24
### Lifecycle

- Draft
- Qualify
- Commercial Approval
- Ready to Offer
- Offered
- Won
- Lost

### Approvals

#### Technical
- Approval Required

#### Commercial
- Approval Required

### Standard templates

- Quotation
- Quotation (PDF)
- Bill Of Materials
- Specifications

### Customer

- Company Name: TicTac
- First Name: Tic
- Last Name: Tac
- Email: TicTac@example.com

### Products

<table>
<thead>
<tr>
<th>Qty</th>
<th>Item</th>
<th>Discount</th>
<th>Price (EUR)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Truck Z-Series Rigid</td>
<td>10.87%</td>
<td>65,577.00</td>
</tr>
<tr>
<td>1</td>
<td>Truck J-Series Rigid</td>
<td>14.18%</td>
<td>62,283.00</td>
</tr>
<tr>
<td></td>
<td>Total</td>
<td>12.52%</td>
<td>127,860.00</td>
</tr>
</tbody>
</table>
Key points – TCsite

- GDPR support
- Configuration engine improvements
- Localization improvements
- My Favourite and Master Configurations
- 20+ additional improvements
Tacton CPQ
Enhanced in more than 150 ways
Visual Configuration

Seeing is believing
3D visualization
Drag & drop configuration
Augmented Reality
Key points – Visual Configuration

- Visualization for highly complex configured products
- Drag & Drop configuration within the visualization
- Include 3D visualization images in quotes
- Rendering Engine using Physically Based Rendering
- HDR Lighting and Shadow techniques
- Augmented Reality app now available
Tacton CPQ for Salesforce
The best of both worlds
Tacton CPQ for Salesforce

Request for quote

Tacton CPQ

Quote ready

Drawings & Orders
### Tacton Solution Line Items

<table>
<thead>
<tr>
<th>NAME</th>
<th>QTY</th>
<th>GLOBAL REFERENCE PRICE</th>
<th>LOCAL LIST PRICE</th>
<th>DEAL DISCOUNT (%)</th>
<th>MARGIN (%)</th>
<th>NET PRICE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Elevator solution</td>
<td>1</td>
<td>€140,941.00</td>
<td>€133,893.95</td>
<td>0</td>
<td>45.87</td>
<td>€130,852.05</td>
</tr>
</tbody>
</table>
Key points – Tacton CPQ for Salesforce

- Full Tacton CPQ now available for Salesforce
- Powerful management of complex quotes
- Fully supported by Tacton Administration
- Available as upgrade for Tacton CPQ and TX users
- Available early 2019
Tacton Administration
Empower your organization
### Select attributes for Total Power Consumption

<table>
<thead>
<tr>
<th>Attribute</th>
<th>Included</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Power Supply</td>
<td></td>
</tr>
<tr>
<td>Power Consumption</td>
<td>✔️</td>
</tr>
<tr>
<td>Power Supply</td>
<td></td>
</tr>
</tbody>
</table>
Key points – Tacton Administration

- Distributed administration with dedicated editors
- Online editor for Product Modelling
- Product models stored as structured data
- Still supporting TCstudio
- Immediate testing of product configuration models
- Unlimited number of virtual environments
- Inspection tools for issues or conflicts
Put the customer at the center of your digitalization
Key points – Tacton CPQ

• 169 new or enhanced features
• Visual Configuration with Augmented Reality
• Tacton CPQ for Salesforce (available early 2019)
• Online Product Modelling
• Enhanced Price mgmt
• Partner Sales Portals
• GDPR support
One more thing

Engineer support
- Product configuration
- ETO workflows
- Input to CAD
- Design Automation

Customer configuration
Partner sales
Direct Sales

Deep CPQ
Key points – Tacton CoDesigner

- Collaboration, Configuration and Design
- Collaboration for the engineering process
- Brings Design Automation to the entire team
- Track record of what is configured and designed
- Supports Dassault Solidworks, Autodesk Inventor and PTC Creo
We ❤️ You