Moving from an ETO to a CTO company through Tacton CPQ

Everything can be configured
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FLSmidth at a glance

Who we are and what we do

Danish Company founded in 1882

We are more than 11,700 employees (end of 2017)

We are present in 50 Countries (end of 2017)

Revenue 2017 (DKKm) 18,000

EBITA 2017 (DKKm) 1,515
Cement
How to make Cement
Product configuration needed!
Tools?
How do we use Tools?

- Fragile
- Expensive
- Slow Execution
- Low Quality
- Slow Development
- Difficult to maintain
- Difficult to scale
- Flexible
But it can be solved, so let's rearrange

- Fragile
- Expensive
- Slow Execution
- Low Quality
- Slow Development
- Difficult to maintain
- Difficult to scale
- Flexible
But it can be solved, so let's rearrange

- Stable
- Inexpensive
- Fast Execution
- High Quality
- Easy Development
- Easy to maintain
- Scalable
- Flexible
MyConfig

FLSmidth User
(Sales, Proposal, Layout and Engineering)

FLSmidth Cloud

Internet

Preferred Suppliers

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Product configuration expanding

>190 Tacton product models
>1,500 Dynamic drawings
>90,000 Constraint-based Rules
What have we achieved?

- Distributed Configurations
- Integrations to: Suppliers, ERP, Engineering Tools
- Very successful in proposal/engineering
- Everything can be configured
- Small quiz?
For a given product with variants.

What is the lowest possible number of variants, before it doesn’t make sense to make a Tacton model?
So why invest in a new platform?
Product Focus – ETO to CTO
Product focus **Standardisation**

- Sales & Commercial
- Engineering & Design
- Procurement & Sourcing
- Manufacturing
Solution

Design

Sell

Deliver

Changes

Engineering

Changes

PLM

ENOVIA

SolidWorks

Tacton CPQ

ORACLE

CPQ

SolidWorks

Tacton CPQ

ERP

ORACLE
Why Tacton CPQ?

- Very successful experience with Tacton for more than 9 years
- Cloud based tool
- Workflow
- Tool that is connected closer to the customer
JetFlex Burner, a hot Product

1200°C

2400°C

30°C
Status

- Tacton CPQ has successfully been implemented in production 1-sep 2018
- First order is completed through Tacton CPQ and is now been manufactured
- Complete control of the process
- Top down management decision