



” By switching configurator to Tacton we reduce rate of incomplete orders from 50% down to 10% or less”

“This totally integrated configurator will allow design and productivity to go hand in hand in the future”

JEEVES & TACTON – WHY?

It makes it possible for sales people with limited technical knowledge to make orders of complicated products. Such products often consist of many components and since not all of them can be combined together it often results in faulty orders and unsatisfied customers. Tacton reassures that you get correct orders and shortens the sales process. Thereby reducing costs in sales and engineering while increasing market shares with better sales support.

JEEVES & TACTON – FOR WHOM?

Tacton is focusing on manufacturing companies producing customized products (build-to-order, produce-to-order, assemble-to-order, engineer-to-order products) with probably more than 100 orders/quotations per year. If technical expertise is required to put together a quotation or order today, then Tacton configuration is a perfect fit!

JEEVES & TACTON – HOW?

The Tacton Configurator is fully integrated with Jeeves. No overlapping of functionality between Jeeves and Tacton – Tacton leverages Jeeves with configuration capabilities only.

The starting point for the configuration is either a Quotation or a Sales Order. A quotation line or a sales order line will be populated by the created item and at the same time the new item will be added to the database. Every time the configurator is started, the following attributes are loaded live from the database: cost, price, status and description. If pricelists are used, net price, sales price and discount is loaded as well. Every new item will get a name based on a predefined format. A flat or multi-level BOM can be created based on a predefined product structure. Description can be based on predefined free text as well as descriptions for items included on BOM, their item codes and values calculated during configuration. The configurator will calculate the total cost of the configured product based on the costs and quantities of the included

items. Furthermore, the total price will be calculated based either on the predefined margin or the pricelist for a given customer. The administration tool can verify that all components in the configuration model are defined in Globe as well as handle versions of deployed models. The integration is delivered with a basic user interface.

Need based questions	Even if sales people sometimes lack technical expertise, they usually have a very good insight into the needs of the customer, which is why Tacton asks questions about the needs rather than specific parts. E.g, if a company has three persons technically supporting sales, the use of a configurator can reduce those three to just one.
Sequential questions	Selections can be made in any sequence in the customer's order of preference.
Incomplete specification	Answer the most important question and Tacton take care of the rest.
Instant and powerful conflict handling	When there is a conflict, Tacton color the conflicting components orange instead of removing them. If the user selects a conflicting (orange) choice, Tacton Configurator will display a warning message saying why this component is unavailable and what needs to be changed to make it available again.
Optimization	Enables users to optimize configurations on any solution wide criteria, such as price, weight or delivery time.
No programming needed	Modeling with a graphical maintenance tool by point-and-click. No programming knowledge required. Empowers the user to find the best solution for the customer's needs.
Easy to integrate with other systems	It is easy to integrate the configurator with other systems. This is helpful when all required information is unavailable in Jeeves. For example, the configuration might require drawings that are stored in a CAD-system.



Jeeves Make your business smarter

Jeeves Information Systems AB info@jeeves.se www.jeeves.se