The Tacton Implementation Journey

Tacton CPQ (Configure,Price,Quote) is a cutting-edge solution designed to revolutionize your sales process. This infographic illustrates the step-by-step implementation journey of Tacton CPQ, empowering your business to accelerate sales, optimize product configurations, and deliver exceptional customer experiences. Your dedicated Customer Success Manager is there to guide you on maximizing the value derived from the solution and exploring opportunities to extend its usage further within your organization.

Discover

Finding out what you need and aim for.

A crucial component of every successful Tacton implementation project is the discovery phase. Collaborating closely with your team, Tacton strives to understand your products, processes, integrations, and data. Armed with this knowledge, Tacton will work with you to define a tailored statement of work, aimed at maximizing the platform's value and enabling your independent administration in the future.

Onboard

Setting the fundaments of your CPQ solution.

Commencing your voyage with Tacton, you embark on the onboarding process. This pivotal step is essential for achieving the desired business outcomes. Our objective is to construct a robust foundation that in the future will be able to hold all the complexity of your products and business processes. Throughout this period, we support you to ramp-up an in- house team with all competences that are needed to implement CPQ into your business and IT environment, and we empower you by enabling you to assume ownership when your CPQ become fully operational.

Accelerate

Accelerating the creation of business value.

Your in-house resources are now well-versed and proficient in CPQ, gradually assuming more extensive responsibilities in the implementation process. Tacton's professional services team stands by your side, providing the support you need at the right level, so that you become more and more independent in enhancing and maintaining your platform and data. Your solution is partially in production and under rigorous user testing. The primary focus of this stage is to accelerate the business value derived from CPQ and make it an established and standard tool within your company.

Scale

Scaling the CPQ solution within your organization.

As you progress in your journey, you have now achieved a stable solution, which is either partially or fully in production. Your organization has implemented processes to release CPQ enhancements and conduct user training. Continuous data maintenance has become a standard practice, efficiently managed within your company. In case of any challenges beyond daily operations, you can rely on Tacton Support for assistance.

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