

How Alimak Accelerated CPQ Product Modeling and Time-to-Value by Up to 80%



Company Overview

Alimak is a global leader in vertical access solutions, providing equipment and services that enable safe and efficient work at height. Operating in over 120 countries, Alimak focuses on improving safety, productivity, and operational efficiency across construction, industrial, and infrastructure environments.

The Strategic Opportunity

As Alimak expanded its CPQ footprint across multiple product lines, regions, and manufacturing sites, scaling configuration models became a major bottleneck.

- Building a single product model could take 3–4 months.
- Limited availability of expert resources slowed progress.
- Modeling required manual, repetitive work, increasing risk of errors.
- CPQ was often implemented after product launch, delaying value.
- Engineers had limited early involvement in modeling.

Alimak needed a faster, more scalable way to build and maintain configuration models without increasing resource demands.

The Solution

Alimak approached AI product modeling with a practical, structured rollout. The team began by organizing product data, aligning naming conventions, and defining a consistent product structure to guide model creation. That preparation helped Tacton's AI Product Modeling Assistant generate more accurate starting points and made it easier for Alimak to refine and scale models across multiple product families.

By evaluating the tool through hands-on testing, Alimak quickly saw how AI could reduce repetitive work, support faster model duplication, and accelerate rollout with less risk.



Data translation:

Upload unstructured data (e.g., product sheets, technical documentation) and automatically generate structured configuration models.



Model expansion

Quickly build and expand models across product families and regions using a shared foundation.



Model refinement

Continuously refine models by adding new data, reducing manual effort and improving accuracy over time.



Modeling scalability

Standardize product structures and naming conventions to ensure consistency and scalability across teams.

The Impact

Alimak significantly accelerated its CPQ rollout and improved how teams work across the organization:



40–80% Faster Model Creation

Reduced modeling time from months to weeks, dramatically improving time-to-value.



Reduced Risk of Errors

Automation minimizes manual repetition, lowering the likelihood of configuration mistakes.



Accelerated Time-to-Market

CPQ is now introduced earlier in the product lifecycle, supporting faster product launches.



Improved Resource Efficiency

Less time spent on model building allows teams to focus on testing, optimization, and innovation.



Stronger Cross-Functional Collaboration

Engineering teams are now involved earlier, improving product accuracy and alignment.



Better Product Understanding

Structured modeling enhances internal knowledge of product architecture and possible configurations.

Key Learnings

Start with Structured Data

Well-organized product data and naming conventions are critical for maximizing AI effectiveness.


Shift Effort from Building to Testing

AI reduces build time, enabling more focus on validation and continuous improvement.

Adoption Drives Value

Early testing and hands-on experience help teams quickly recognize the benefits and build confidence.

Looking ahead

 Alimak plans to expand its use of AI across additional models and processes, including model updates and maintenance, potential AI-assisted testing, and pricing and data management. With AI-driven modeling, Alimak is moving toward a more scalable, efficient CPQ strategy, enabling faster innovation and broader adoption across the business.

[Schedule a demo today.](#)



“By using the tool, we can build models much faster, with less risk of mistakes, and spend more time testing and improving the system.”

— Frank Klessons, Group Product Support Manager, Alimak



Tacton is a leading SaaS company trusted by global manufacturers. Tacton Trusted Configuration simplifies sales for manufacturers of complex products. Tacton's founders pioneered computer-based product configuration which today powers Tacton CPQ and CAD Design Automation. It is co-headquartered in Chicago and Stockholm, with regional offices in Karlsruhe, Warsaw and Tokyo.