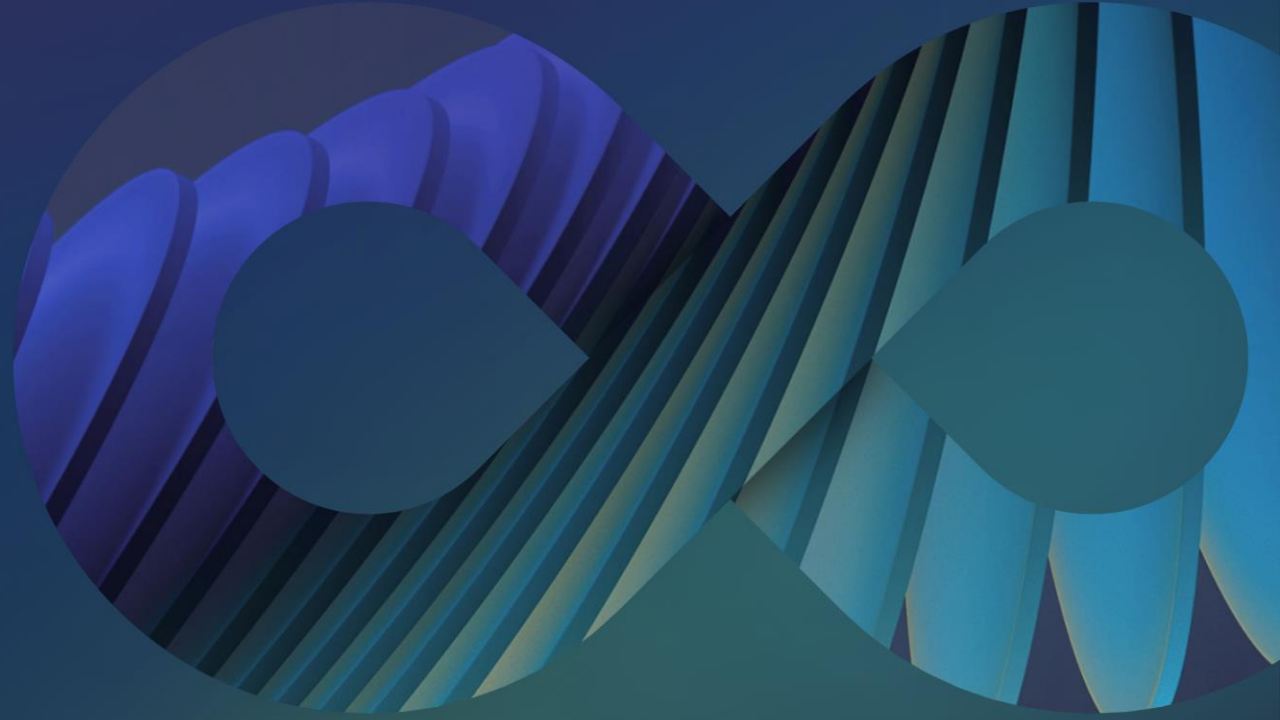


Teamcenter SLM for Salesforce

Opportunity-to-Quote



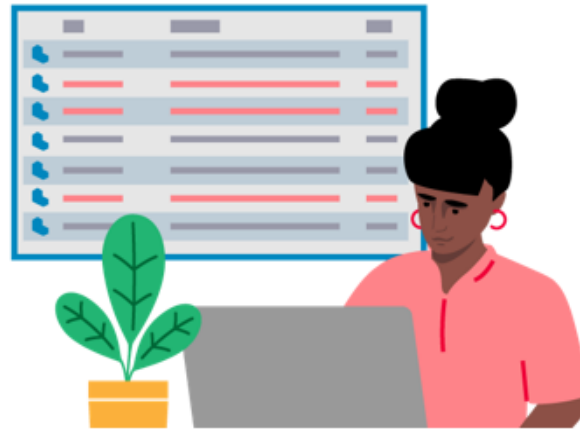
Journey to customer-centric servitization success

Customer-centric service excellence



Bring product data to service operations to improve efficiency

Asset Monetization



Use product data to identify and facilitate upsell opportunities

Optimize opportunity-to-quote

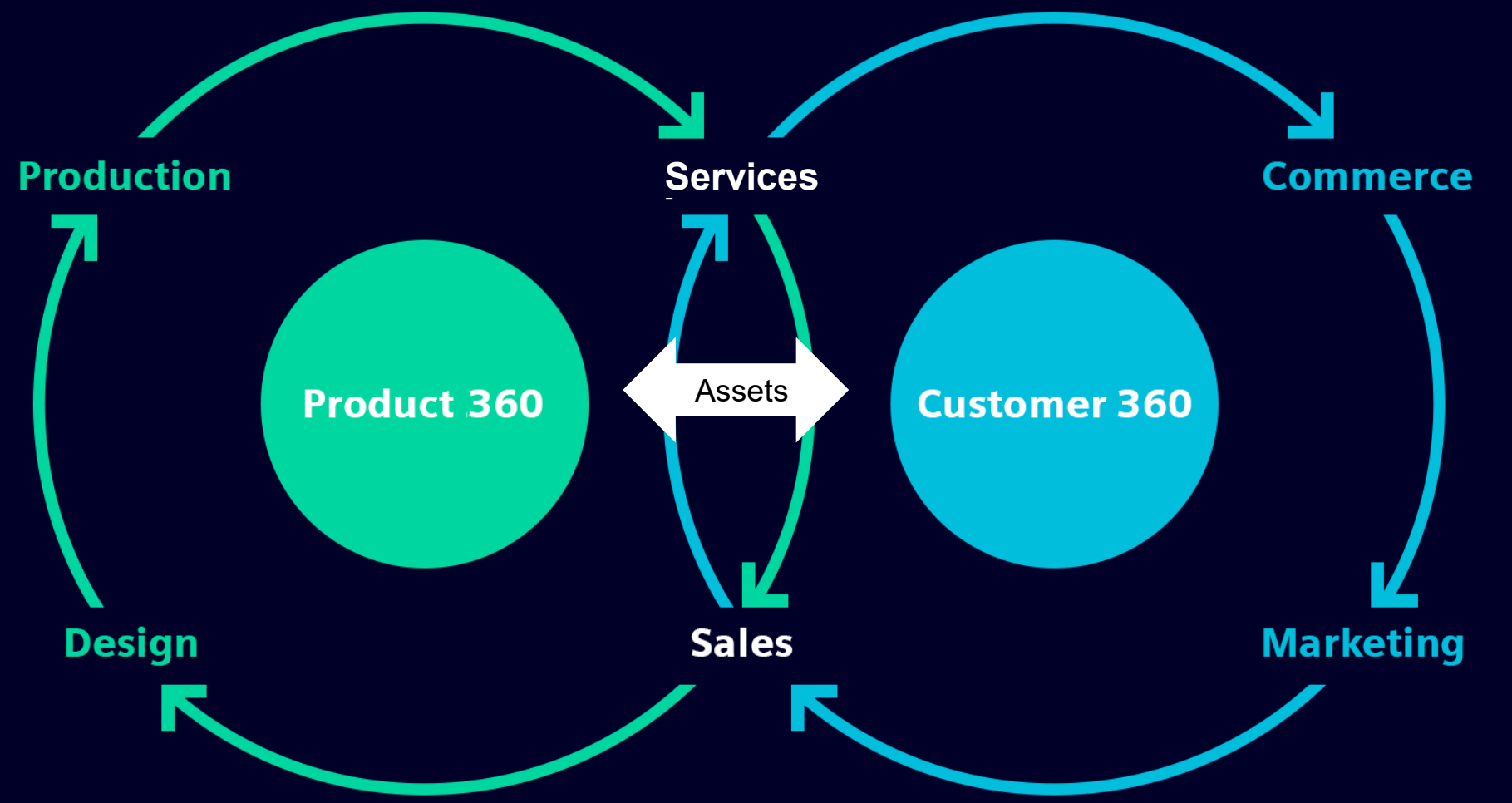


Simplify CPQ using the PLM configurator in the sales process



Siemens Industrial **Ai**

Combining customer and product business processes



Engineering & sales are disconnected

**Engineering &
Manufacturing**



Fragmented Data



Disjointed Processes



**Sales &
Customer Service**



Siemens Teamcenter
Product Lifecycle Management (PLM)



Salesforce
Customer Relationship Management (CRM)

#1 PLM

#1 CRM

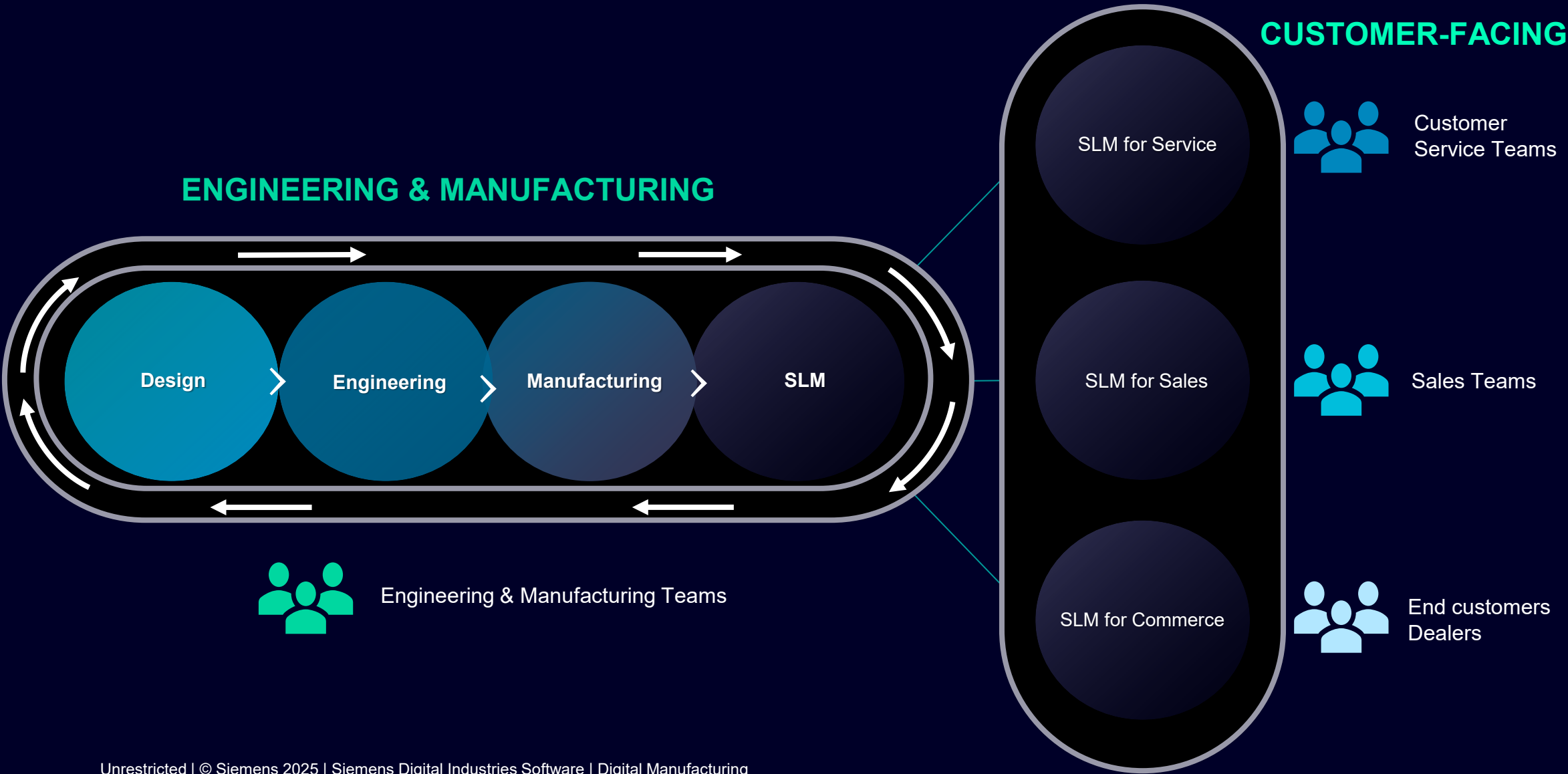
Teamcenter SLM for Salesforce

Deploys in a click



appexchange
partner

Connecting customer-facing teams with Engineering & Manufacturing teams



What if you could...

Leverage Teamcenter Configurator in your Salesforce sales process for new products

Use configuration rules to recommend relevant services, add-ons, upgrades or spare parts to sell to an existing customer

Simplify and grow aftermarket sales

Make Teamcenter Configurator available to third-parties on a portal or a B2B Commerce website

Leverage data on physical configurations of assets (digital twin) to build marketing campaign for additional sales



Sales configurator expensive to maintain and
too long to update for NPI

Configuration of complex product too slow / difficult

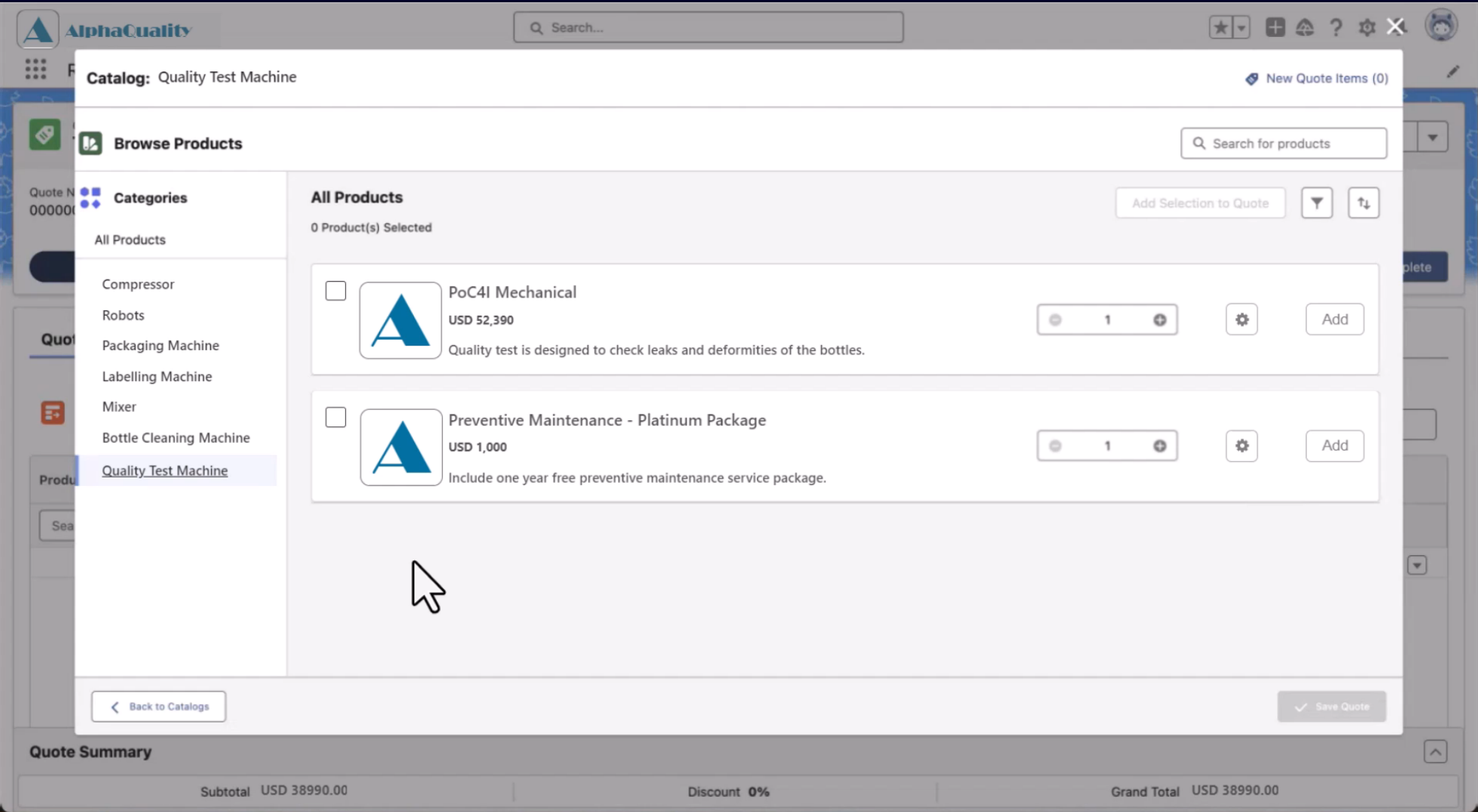
Sales teams configure products that can't be built

Sales manager



Teamcenter SLM for Salesforce Demo

SLM for CPQ



SLM for Sales in Teamcenter SLM for Salesforce

Opportunity-to-quote

Fast Product & Service Configuration

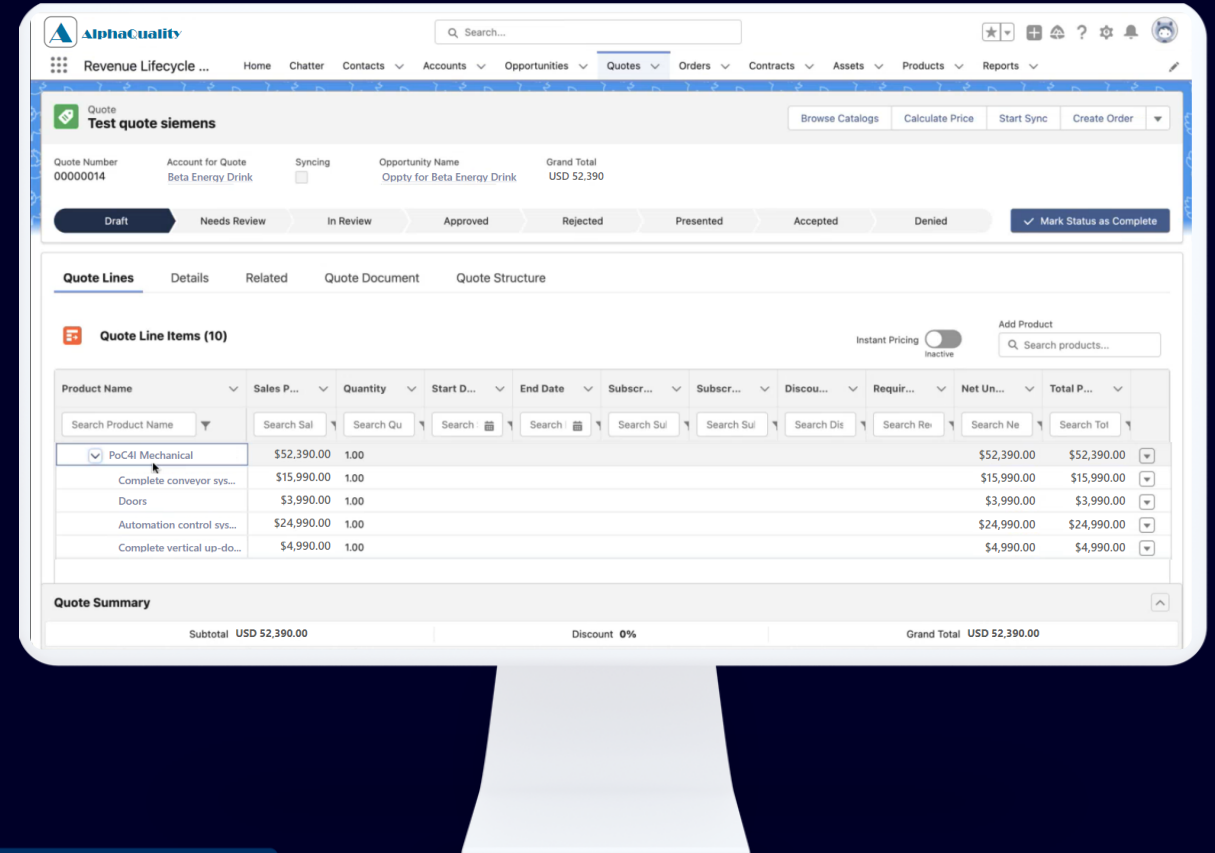
Inside Salesforce¹, readily available in the Configure-Price-Quote process. Supports complex product configurations.

Fast Product & Service Launch

Always up-to-date configuration rules based on Teamcenter Configurator.

Service Quotes

Increase service attach rate with easy to create service quotes customized for the assets being serviced.





Sales manager

Solution

PLM Product Configurator integrated in the Salesforce CPQ process

Outcome

Increase sales productivity with improved opportunity to quote

Reduced set-up and ongoing configurator costs

Handles complex configuration models with lightning-fast speeds

Configuration rules always in sync with engineering

Guarantee that what is being sold can actually be delivered

Konecranes

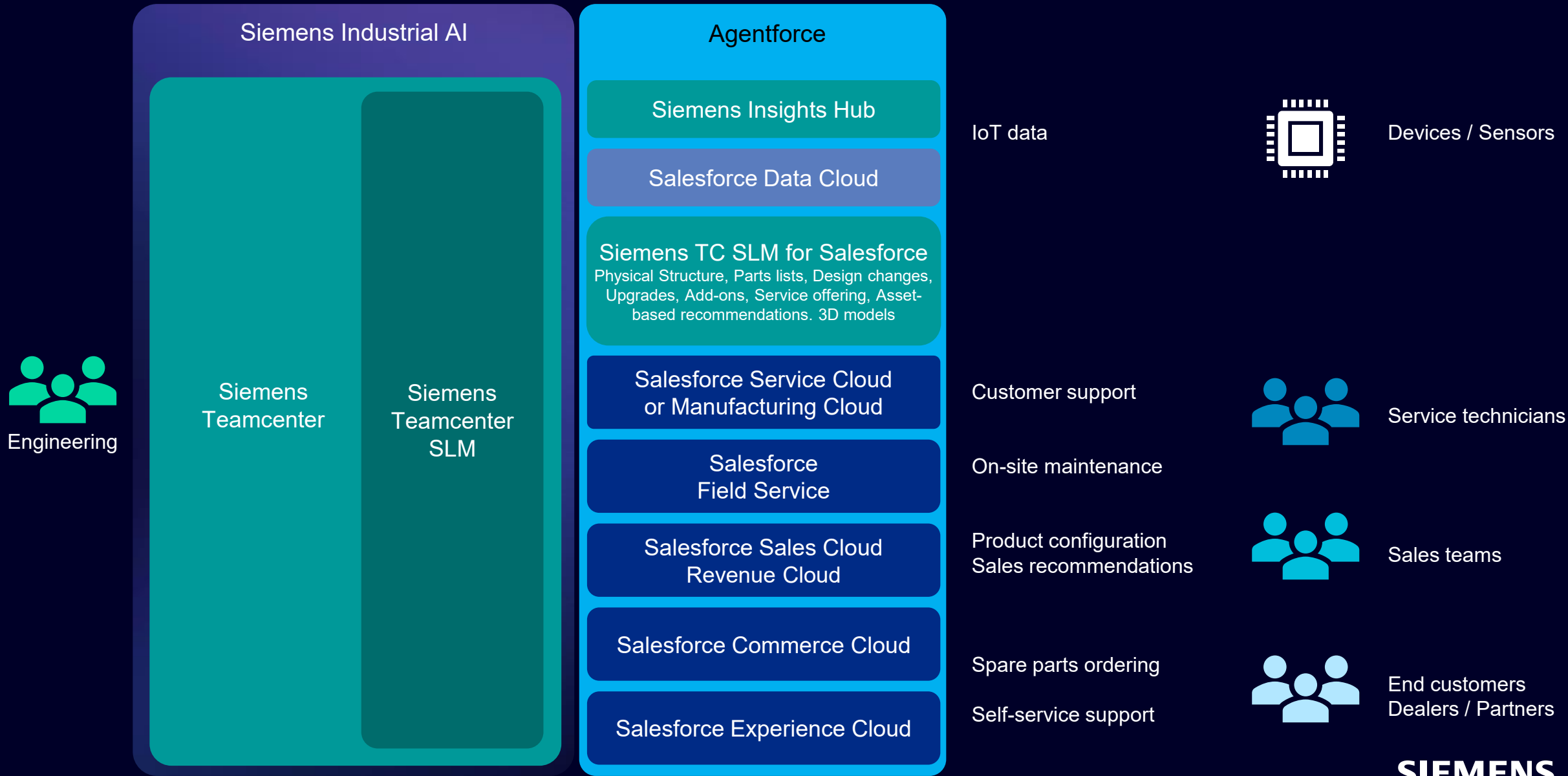
“We are now implementing Teamcenter Product Configurator. It’s closer to the product data and it offers more features compared to other product configurators”

-Antti Venäläinen, Solution Architect, PLM Service



Behind the scenes

Teamcenter SLM for Salesforce in every channel



 6-001-000T0/C-PoC4I Mechanical

Variant Configuration

Custom Configuration 

Valid and Complete Configuration

BLT-Regional

BLT-Functions

BLT-Controls

BLT-Look and Feel

Filter

▼ Back Shield door

 Dual

 Single

▼ Front Shield door

 Basic

 Professional

 Intermediate

▼ HMI Position

Update Configuration >

Selection Summary

★ Selection Type:
User

	Family	Feature
✓	Config. In-Feeder	Straight
✓	Feeds Vacuum System	Yes
✓	Height Adjustment	None
✓	Line Machine mode	Standalone
✓	World Region	Africa
✓	HMI Control type	Basic HMI
✓	Main Air Supply Unit	Automatic
✓	Back Shield door	Dual
✓	Front Shield door	Professional
✓	HMI Position	Fixed-Left

Product Structure

Element

6-001-000T0/C:1-PoC4I Mechanical

6-001-000316/A:1-Grey bottle

6-001-000652/B:1-Main frames

6-001-000653/A:1-Doors

6-001-000209/B:1-Front door (professional)

6-001-000266/A:1-Front lower cabinet door

Graphics



Cancel

Apply Configuration

Dynamic updates to visuals and quotes based on selections

Only valid options displayed based on configuration rules

No previous location

Home

Assistant

Discussions

Folders

Active Folders

Inbox

Changes

Programs

Schedules

Schedule Tasks

Alerts

030989-Handdrill MkIII

Revision: Any Status; Working (Modified)

Effectivity: All Dates

Owner: Tcadmin, testuser (tcadmin)

Type: Configurator Context

OverviewModelsFeaturesConstraintsVariantsWhere UsedAttachments

Tree

Object	Description	Type	Revision	Feat	Optional	Multi-select	Free-form	Effect
030989-Handdrill MkIII	Configuration for the Handdrill M...	Configurator C...						
Power supply		Family Group	001					0
Battery Voltage	Option to control the battery volta...	Family	001	String	False	False	False	1
12V	12 Volt battery	Feature	001					0
18V	18 Volt battery	Feature	001					1
Motor type	Option to select the motor type	Family	001	String	False	False	False	2
Brushless DC motor	Brushless DC motor with encoder	Feature	001					0
DC motor	Standard DC motor with brushes	Feature	001					0
Type of Battery	Option to control type of battery	Family	001	String	False	False	False	3
NiMh	Nickel-MetalHydride battery	Feature	001					0
NiCd	Nickel-Cadmium battery	Feature	002					1
None	No battery (OEM version or for sp...	Feature	001					2
Power control		Family Group	001					1
Spindle		Family Group	001					2
Software params		Family Group	001					3

Discuss

Open

Copy

Paste

Manage

Share

Create Variability Rules in Teamcenter

Search

UI

Component

Home

Assistant

Discussions

Folders

Active Folders

Supplier Exchanges

Inbox

No Active Change

...

C

PWRTOOLS-Power Tools

Revision: Any Status; Working (Modified) ▾ Effectivity: All Dates Owner: Umarkar,Pankaj (umarkarp) Type: Configurator Context

Overview

Models

Features

Constraints

Variants

Table

Duplicate

Selection Mode

Select All

Delete

ID ▾	Type ▾	Message ▾	Severity ▾	Subject
⌕ PWRTOOLS-1707	Inclusion Rule	Enter Message Here	Error	[PWRTOOLS]Torque > 10
⌕ PWRTOOLS-1708	Exclusion Rule	Cordless Max Torque	Error	[PWRTOOLS]Torque > 50 [PWRTC
⌕ PWRTOOLS-1709	Inclusion Rule	Battery Max Torque	Error	(([PWRTOOLS]Torque >= 10 AND [PWRTOOLS]Torque ... [PWRTC
⌕ PWRTOOLS-1710	Inclusion Rule	AIR Max Torque	Error	(([PWRTOOLS]Torque >= 1000 AND [PWRTOOLS]Torq... [PWRTC
⌕ PWRTOOLS-1711	Exclusion Rule	AIR	Error	
⌕ PWRTOOLS-1761	Availability Rule	Enter Message Here	Error	[PWRTOOLS]PowerSource = Battery [PWRTC
⌕ PWRTOOLS-1762	Availability Rule	Enter Message Here	Error	[PWRTOOLS]PowerSource = Corded [PWRTC
⌕ PWRTOOLS-1771	Availability Rule	Enter Message Here	Error	[PWRTOOLS]Voltage = 22V [PWRTC
⌕ PWRTOOLS-1772	Availability Rule	Enter Message Here	Error	[PWRTOOLS]Voltage = 36V [PWRTC
⌕ PWRTOOLS-1773	Availability Rule	Enter Message Here	Error	[PWRTOOLS]Voltage = 60V [PWRTC
⌕ PWRTOOLS-1774	Availability Rule	Enter Message Here	Error	[PWRTOOLS]Voltage = 18V [PWRTC
⌕ PWRTOOLS-1775	Availability Rule	Enter Message Here	Error	[PWRTOOLS]Voltage = 28V [PWRTC
⌕ PWRTOOLS-1776	Exclusion Rule	Not allowed with Corded	Error	[PWRTOOLS]Voltage = Any [PWRTC
⌕ PWRTOOLS-1781	Inclusion Rule	Corded Drill	Error	[PWRTOOLS]MotorType = Brushed AND [PWRTOOLS]... [PWRTC
⌕ PWRTOOLS-1783	Availability Rule	Enter Message Here	Error	[PWRTOOLS]BatteryType = None [PWRTC

Manage Configuration Constraints

Discuss

Open

Cut

Copy

Paste

Edit

Manage

Share

View

Unrestricted | © Siemens 2025 | Siemens Digital Industries Software | Digital Manufacturing

SIEMENS

Search

UI

Component

Home

Assistant

Discussions

Folders

Active Folders

Supplier Exchanges

Inbox

No Active Change

C

PWRTOOLS-Power Tools

Revision: Any Status; Working (Modified)Effectivity: All DatesOwner: Umakar,Pankaj (umarkarp)Type: Configurator Context

OverviewModelsFeaturesConstraintsVariants

Table with...DuplicateSelection ModeSelect AllDelete

ID	Type	
PWRTOOLS-1707	Inclusion Rule	Ent
PWRTOOLS-1708	Exclusion Rule	Co
PWRTOOLS-1709	Inclusion Rule	Bat
PWRTOOLS-1710	Inclusion Rule	AlF
PWRTOOLS-1711	Exclusion Rule	AlF
PWRTOOLS-1761	Availability Rule	Ent
PWRTOOLS-1762	Availability Rule	Ent
PWRTOOLS-1771	Availability Rule	Ent
PWRTOOLS-1772	Availability Rule	Ent
PWRTOOLS-1773	Availability Rule	Ent
PWRTOOLS-1774	Availability Rule	Ent
PWRTOOLS-1775	Availability Rule	Ent
PWRTOOLS-1776	Exclusion Rule	No
PWRTOOLS-1781	Inclusion Rule	Co
PWRTOOLS-1783	Availability Rule	Ent

Selection SummaryGrid EditorCompare

Subject CommandsCondition Commands

FullScreenAdd ConstraintSettings

Constraints	PWRTOOLS-1707/... Inclusion Rule	PWRTOOLS-1708/... Exclusion Rule	PWRTOOLS-1709/... Inclusion Rule
Properties			
Type	Inclusion Rule	Exclusion Rule	Inclusion Rule
Severity	Error	Error	Error
Message	Enter Message Here	Cordless Max Torque	Battery Max Torque
Subject			
Torque	> 10	> 50	>= 10 & <= 1000
Condition			
PowerSource			
Battery			
Air			
Corded			

Open

Cut

Copy

Paste

Edit

Manage

Share

View

View Constraints in a Grid Editor

Teamcenter SLM for Salesforce

Grow revenue: help sales & service users sell the right offers to the right customers. Run campaigns leveraging asset-based customer journeys.

Deliver service excellence: scale up your service operations, better understand your customer needs, differentiate from low-cost competitors.

Increase profitability: improve operational efficiencies & service right first time, increase your customer lifetime value.



Thank You