

## SOMFY TAHOMA CALCULATOR TOOL (TCT) Manual – Somfy Internal use only!

1. Somfy Webtool Link: <https://app.tahomatool.com/>

2. Log in: Sales Account Managers

Email address: [name.surname@somfy.com](mailto:name.surname@somfy.com)

Password: create your own password\*

**Login**  
Sign in with a local account

Email  
sandra.juvan@somfy.com

Password  
.....

Login

[Forgot your password?](#)

\* At **your first login into TCT** a random password has been set. Please go to “Forgot your password?” and **create your own password** and save it well.

3. Fill in Somfy Customer Number\* and click “To the model”:

(\*customer number which number is registered in Somfy internal systems, i.e. Salesforce or BaaN):

TaHoma Calculator Tool

Customer number  
09C000083

To the model

4. **Model Configuration** opens: historical sales data (volumes) of TaHoma switch will be displayed for selected customer. No need to change data, tool is pre-filled with sales results for the customer.

Click “Create model”

### Model configuration

Historical sales data for Associated Blinds Limited - 09C000083

Year	TaHoma volume
2019	3
2020	1
2021	2
2022	1
2023	2

 [Create model](#)

## 5. Model of the customers includes 3 tabs.

**Tab 1: "One TaHoma Historical data"**: model is pre-filled for you (no need to change data)

One TaHoma historical Customers with TaHoma historical Customers with TaHoma forecast

What would have been the revenue from the sale of 1 TaHoma over the past 5 years, including shading products and accessories?

**Input**

Use service contract (select)  Yes

Service contract price per year  
€ 50

Average sales price of a blinds unit (screen or shutter)  
€ 750

Average sales price of an accessory (sensor, remote)  
€ 500

Follow-up purchases after TaHoma purchase

Year	Sun Screen	Accessory
2019	2	2
2020	0	0
2021	2	2
2022	0	0
2023	1	1

**Result**

Year	TaHoma volume	Number of connected products	Service contract (euro)	Total turnover (euro)
2019	1	4	€ 50	€ 2550
2020	0	4	€ 50	€ 50
2021	0	8	€ 50	€ 2550
2022	0	8	€ 50	€ 50
2023	0	10	€ 50	€ 1300
			<b>Total</b>	<b>€ 6500</b>

Result in Tab 1 table is same for all customers and serves as example to show how much revenue can be created from the sale of 1 TaHoma switch over the past 5 years, including shading products and accessories. **Total shows accumulative revenue generated in 5 years time. Total Turnover per year shows the revenue generated in that specific year.**

**Tab 2: "Customers with TaHoma historical"**: model is pre-filled for you\*.

Result in the table shows potential revenue from the sale of TaHoma switch over the **past 5 years** using Somfy customer's own historical sales figures.

**Total shows accumulative revenue generated in 5 years time. Total Turnover per year shows the revenue generated in that specific year.**

One TaHoma historical Customers with TaHoma historical Customers with TaHoma forecast

What would have been the revenue from the sale of the TaHoma over the past 5 years using your own historical sales figures?

**Input**

Use service contract (select)  Yes

Service contract price per year  
€ 50

Source for TaHoma purchases  
 Customers, adoption %  Absolute volumes

Quantity of TaHomAs sold per year

Year	TaHoma per year
2019	3
2020	1
2021	2
2022	1
2023	2

Average sales prices of products

Product	Use?	Average price
Shutters	<input checked="" type="checkbox"/>	€ 750
Screens	<input checked="" type="checkbox"/>	€ 1000
Articulated roller shutters	<input checked="" type="checkbox"/>	€ 3000
Drop-down screens	<input checked="" type="checkbox"/>	€ 1000
Pergola	<input checked="" type="checkbox"/>	€ 5000
Slatted roof	<input checked="" type="checkbox"/>	€ 12000
Curtains	<input checked="" type="checkbox"/>	€ 1500
Exterior blinds	<input checked="" type="checkbox"/>	€ 900
Roller blinds	<input checked="" type="checkbox"/>	€ 300

Fill in follow-up purchases

**Result**

Year	TaHoma volume	Number of connected products	Service contract (euro)	Total turnover (euro)
2019	3	12	€ 150	€ 8100
2020	4	16	€ 200	€ 10800
2021	6	36	€ 300	€ 24150
2022	7	44	€ 350	€ 29500
2023	9	65	€ 450	€ 43500
			<b>Total</b>	<b>€ 116050</b>

Changes have not yet been saved

\* Only if you wish or need to change the pre-filled data it can be adjusted (i.e. average sales prices of the products, recurrent purchases, select/deselect Service contract).

If you make any changes to the figures remember to click the button "Save"

Changes have not yet been saved



### Tab 3: "Customers with TaHoma forecast":

Result in the table shows potential revenue from the sale of TaHoma switch based on **forecast over the next 5 years**.

You can adjust forecast of TaHoma sales (Absolute volumes). Remember to Save changes.

#### Calculator Model for Associated Blinds Limited - 09C000083

One TaHoma historical Customers with TaHoma historical Customers with TaHoma forecast

What is the revenue from the sale of the TaHoma based on forecast over the next 5 years?

Input		Result				
Use service contract (select) <input type="button" value="Yes"/>		Year	TaHoma volume	Number of connected products	Service contract (euro)	Total turnover (euro)
Service contract price per year € 50		2024	2	8	€ 100	€ 5400
Source for TaHoma purchase <input type="radio"/> Customers, adoption % <input checked="" type="radio"/> Absolute volumes		2025	4	16	€ 200	€ 10920
Quantity of TaHoma's to be sold per year		2026	6	32	€ 300	€ 16440
Year	TaHoma per year	2027	8	48	€ 400	€ 21960
2024	2	2028	10	68	€ 500	€ 24830
2025	2			<b>Total</b>		<b>€ 79550</b>
2026	2					
2027	2					
2028	2					
Average sales prices of products						
Product	Use?	Average price				
Shutters	<input checked="" type="checkbox"/>	€	750			
Screens	<input checked="" type="checkbox"/>	€	1000			
Articulated roller shutters	<input checked="" type="checkbox"/>	€	3000			
Drop-down screens	<input checked="" type="checkbox"/>	€	1000			
Pergola	<input checked="" type="checkbox"/>	€	5000			
Slatted roof	<input checked="" type="checkbox"/>	€	12000			
Curtains	<input checked="" type="checkbox"/>	€	1500			
Exterior blinds	<input checked="" type="checkbox"/>	€	900			



Changes have not yet been saved



### 6. Report:

At the end of the sales meeting report for customer can be created in **PDF format**. Before running the PDF report remember to Save the model first.

**! Only the PDF document can be shared with the customer (not the TCT tool or link to the tool).**



## Calculator Model for Associated Blinds Limited - 09C000083

[One TaHoma historical](#)
[Customers with TaHoma historical](#)
[Customers with TaHoma forecast](#)

**somfy.**  
Calculator Model for Associated Blinds Limited - 09C000083  
Baseyear: 2024

**One TaHoma historical**  
What would have been the revenue from the sale of 1 TaHoma over the past 5 years, including shading products and accessories?

Year	Tahoma volume	Number of connected products	Service contract (euros)	Total turnover (euros)
0	1	4	€ 50	€ 2500
1	0	4	€ 50	€ 50
2	0	8	€ 50	€ 2500
3	0	8	€ 50	€ 50
4	0	10	€ 50	€ 1300
			<b>Total</b>	<b>€ 6900</b>

**Customers with TaHoma historical**  
What would have been the revenue from the sale of the TaHoma over the past 5 years using your own historical sales figures?

Year	Tahoma volume	Number of connected products	Service contract (euros)	Total turnover (euros)
2019	3	12	€ 150	€ 9100
2020	4	16	€ 200	€ 10800
2021	6	36	€ 300	€ 24100
2022	7	44	€ 350	€ 29500
2023	9	65	€ 450	€ 43500
			<b>Total</b>	<b>€ 116600</b>

**Customers with TaHoma forecast**  
What is the revenue from the sale of the TaHoma based on forecast over the next 5 years?

Year	Tahoma volume	Number of connected products	Service contract (euros)	Total turnover (euros)
2024	2	8	€ 100	€ 5400
2025	4	16	€ 200	€ 10900
2026	6	32	€ 300	€ 16440
2027	8	48	€ 400	€ 21980
2028	10	68	€ 500	€ 28520
			<b>Total</b>	<b>€ 79580</b>

### 7. Creating new model for the same customer.

After first meeting and creating first model for the customer you may want to create a new model . Note once you created first model for a customer and saved it in the TCT it will remain available for next time.

Creating new model for the same customer, follow steps:

Log into TCT → fill in customer number → click on “Model Configuration” on top bar

TaHoma Calculator Tool Home **Model configuration** PDF

- If you like to view the existing model of the customer, go to “Select”
- If you like to create new model for that customer, go to “Remove” and create a new model. Note the previously created model will be removed out of the system.

### Model configuration

Existing models for Decora Blind Systems Ltd - 09C000207

Year		
2024	<a href="#">Base year</a>	<a href="#">Select</a> <a href="#">Remove</a>

## 8. FAQ:

- **How to add new Somfy Customer needs to be added to the TCT tool?**

Please send your request by email to the admin of the tool ([Sandra.juvan@somfy.com](mailto:Sandra.juvan@somfy.com)), sharing the following details:

A	B	C
<b>CustomerNumber</b>	<b>CustomerName</b>	<b>Country</b>
09C000010	Abba Blinds Ltd	Somfv England

- **How to grant access to TCT for Somfy Account Manager ?**  
Please send your request by email to the admin of the tool ([Sandra.juvan@somfy.com](mailto:Sandra.juvan@somfy.com))
- **Any other questions or information needed, reach out to the TCT tool administrator.**