

SOMFY TAHOMA CALCULATOR TOOL (TCT) – Manual

Somfy Internal use only!

For Sales Account Managers · Revision 2 ·

What is new since the previous manual

- The customer model now has **five tabs**. “**Services revenue**” and “**Service & Maintenance Revenue**” have been added next to the three you already know.
- You can switch the **language** of the tool between English, French and Dutch.
- A **Help** menu in the top bar gives direct access to the help documents in the tool.
- Unsaved changes can now be undone with “**Discard changes**”.

1. Somfy web tool link

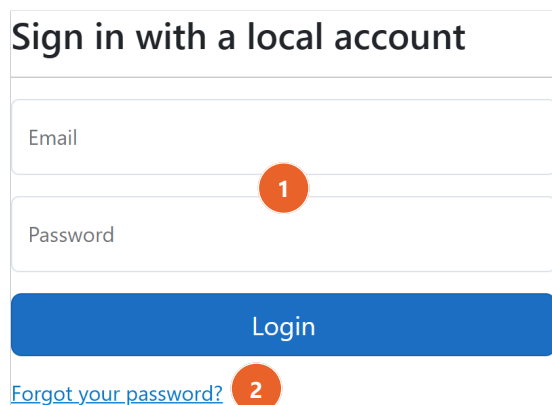
<https://app.tahomatool.com/>

2. Log in

The tool is for Somfy Sales Account Managers.

- Email address: **name.surname@somfy.com**
- Password: create your own 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.



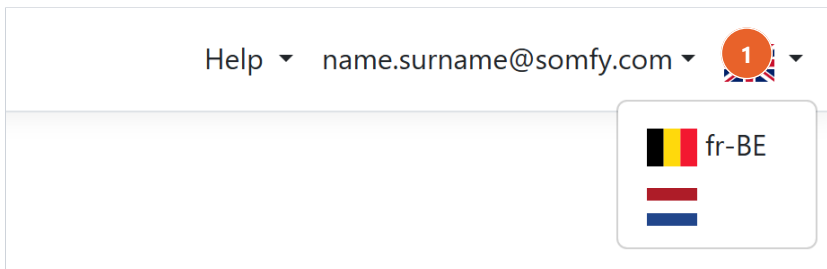
- 1 Sign in with your Somfy email address and your own password.
- 2 First login, or password forgotten? Use “**Forgot your password?**” to set a new one.

3. Choose your language

The tool is available in English, French and Dutch. Select the flag at the right of the top bar to switch language. Your choice is remembered on the device you are working on.

The language also determines the report: a PDF report created while the tool is set to French is produced in French. Set the language *before* you create the report for your customer.

This manual is available in English only. Changing the language changes the tool and the customer report, not this document.

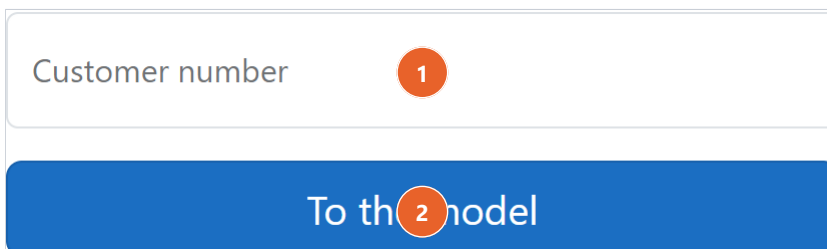


- 1 Select the flag to open the list, then choose the language you want to work in.

4. Fill in the Somfy customer number

Fill in the Somfy customer number and click **"To the model"**.

** The customer number as registered in Somfy internal systems, i.e. Salesforce or BaaN.*



- 1 Enter the Somfy customer number.
2 Click **"To the model"**.

5. Model configuration

Model configuration opens and shows the historical sales data (volumes) of the TaHoma switch for the selected customer. There is no need to change this data: the tool is pre-filled with the sales results for the customer.

Click **"Create model"**.

A model always belongs to one **base year**. The tool keeps a separate model per base year, so the model you create today stays available and comparable next year.

Create model for 2026

Year	TaHoma volume
2021	18
2022	26
2023	1 35
2024	47
2025	62

Clicking the button will create a model with the historical sales data above. The remaining source data are from the template maintained by the tool's administrators.

Create 2 model

- 1 Historical TaHoma volumes, pre-filled for this customer.
- 2 Click “**Create model**” to build the model.

6. The customer model

The model of the customer has five tabs. The model is pre-filled with customer data, Somfy ASPs and recurrent purchases, so in most sales conversations you do not have to change anything.

One TaHoma historicalCustomers with TaHoma historicalCustomers with TaHoma forecastServices revenueService & Maintenance Revenue

The five tabs of the customer model.

Tab 1 – One TaHoma historical

This tab is pre-filled for you and needs no changes. The result table is **the same for all customers** and serves as an example: it shows how much revenue can be created from the sale of one TaHoma switch over the past five years, including shading products and accessories.

Total shows the accumulated revenue generated over five years. **Total turnover per year** shows the revenue generated in that specific year.

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

£

43

Average price of a screen or shutter
(screen or shutter)

£

638

Average sales price of an accessory
(sensor, remote)

£

425

Follow-up purchases

Year	Blinds	Accessory
2021	2	2
2022	0	0
2023	2	2
2024	0	0
2025	1	1

Result

Year	TaHoma volume	Number of connected products	Service contract (GBP)	Total turnover (GBP)
2021	1	4	£ 43	£ 2,169
2022	1	4	£ 43	£ 43
2023	1	8	£ 43	£ 2,169
2024	1	8	£ 43	£ 43
2025	1	10	£ 43	£ 1,106
Total				£ 5,530

Left the assumptions behind the example, right the revenue per year and the five-year total.

Tab 2 – Customers with TaHoma historical

The result table shows the potential revenue from the sale of the TaHoma switch over the **past five years**, using the Somfy customer's own historical sales figures. This tab is pre-filled for you.

Only if you wish or need to, the pre-filled data can be adjusted, for example the average sales prices of the products, the recurrent purchases, or selecting and deselecting the service contract.

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
£ 43

Source for TaHoma purchases
☐ Customers, adoption % ☒ Absolute volumes

Quantity of TaHomAs sold per year

Year	TaHoma per year
2021	18
2022	26
2023	35
2024	47
2025	62

Average sales prices of products

Product	Use?	Average price
Roller shutter	☒	£ 638
Vertical screens	☒	£ 850
Folding arm awning	☒	£ 2550
Drop arm awning	☒	£ 850
Pergola	☒	£ 4250
Pergola bioclimatic	☒	£ 4250
Curtains	☒	£ 1270
Exterior Venetian blind	☒	£ 765
Interior blinds	☒	£ 0
Rollerblinds	☒	£ 255
Roman blinds	☒	£ 383
Sensor	☒	£ 383
Own product	☐	£ 0

Fill in follow-up purchases

Result

Year	TaHoma volume	Number of connected products	Service contract (GBP)	Total turnover (GBP)
2021	18	72	£ 774	£ 41,346
2022	44	176	£ 1,892	£ 60,496
2023	79	370	£ 3,397	£ 111,375
2024	126	636	£ 5,418	£ 153,372
2025	188	1,061	£ 8,084	£ 244,964
			Total	£ 611,553

Tab 2 uses the customer's own historical sales figures.

Tab 3 – Customers with TaHoma forecast

The result table shows the potential revenue from the sale of the TaHoma switch based on the **forecast over the next five years**. You can adjust the forecast of TaHoma sales in absolute volumes.

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

Input

Use service contract (select) Yes

Service contract price per year
£ 43

Source for TaHoma purchases
☒ Customers, adoption % ☐ Absolute volumes

Total number of customers per year and percentage to which we sold a TaHoma

Year	Number of customers per year	TaHoma % sales
2026	1000	5
2027	1000	10
2028	1000	12
2029	1000	15
2030	1000	20

Average sales prices of products

Product	Use?	Average price
Roller shutter	☒	£ 638
Vertical screens	☒	£ 850
Folding arm awning	☒	£ 2550
Drop arm awning	☒	£ 850
Pergola	☒	£ 4250
Pergola bioclimatic	☒	£ 4250
Curtains	☒	£ 1270
Exterior Venetian blind	☒	£ 765
Interior blinds	☒	£ 0
Rollerblinds	☒	£ 255
Roman blinds	☒	£ 383
Sensor	☒	£ 383
Own product	☐	£ 0

Fill in follow-up purchases ⚠

Result

Year	TaHoma volume	Number of connected products	Service contract (GBP)	Total turnover (GBP)
2026	50	200	£ 2,150	£ 114,850
2027	100	400	£ 4,300	£ 117,000
2028	120	630	£ 5,160	£ 131,040
2029	150	900	£ 6,450	£ 154,870
2030	200	1,360	£ 8,600	£ 266,320
Total				£ 784,080

The forecast volumes per year are on the left, under “**Quantity of TaHomas sold per year**”. Remember to save after changing them.

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Tab 4 – Services revenue

This tab shows the revenue your customer can earn from services around the installed base. Service revenue is built up from four components:

- Service contract
- Maintenance of installations (repairs)
- Efficiencies
- Recycling

Efficiencies cover the time and cost your customer saves by using the Somfy tools for professionals, such as the TaHoma pro app and Serv-e-Go: fewer mistakes, less travel time and better first-time-right installations.

Input				3. Conversion rate service contract		4. Number of customers		Average repair cost	
Service contract price per year		Services revenue							
£ 43								£ 340	
Product	Use?	1. Average price*	2. Current number of customers per year**	Year	Conversion rate	Year	Number of customers – growth over years*		
Roller shutter	☒	£ 638	0	Year 1	10 %	Year 1	0		
Vertical screens	☒	£ 850	0	Year 2	15 %	Year 2	0		
Folding arm awning	☒	£ 2550	0	Year 3	15 %	Year 3	0		
Drop arm awning	☒	£ 850	0	Year 4	15 %	Year 4	0		
Pergola	☒	£ 4250	0	Year 5	20 %	Year 5	0		
Pergola bioclimatic	☒	£ 4250	0	Year 6	20 %	Year 6	0		
Curtains	☒	£ 1270	0	Year 7	20 %	Year 7	0		
Exterior Venetian blind	☒	£ 765	0	Year 8	20 %	Year 8	0		
Interior blinds	☒	£ 0	0	Year 9	25 %	Year 9	0		
Rollerblinds	☒	£ 255	0	Year 10	25 %	Year 10	0		
Roman blinds	☒	£ 383	0	Year 11	25 %	Year 11	0		
Sensor	☒	£ 383	0	Year 12	25 %	Year 12	0		
				Year 13	25 %	Year 13	0		
				Year 14	25 %	Year 14	0		
				Year 15	25 %	Year 15	0		

* ASP including VAT, excluding installation costs, excluding fabrics (i.e. ASP of curtains incl. motor and rail, excl. fabrics)

** Number of customers per year (1 customer = 1 installation per home)

Growth of 2% per year assumed

* (1 customer = 1 installation)

“Input”: service contract price, conversion rates and repair assumptions.

Result

A. Service contracts: What would have been the revenue generated from offering service contracts to your customers?

💡 **Service contracts:** What would have been the revenue from offering service & maintenance contracts to your customers in the 15 years (life span of the carrier product)?

💡 **Maintenance:** What would have been the revenue from offering maintenance of Somfy installations to your customers?

Service & Maintenance (Repairs)

		2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	Total
Service contracts	Conversion rate*	10%	15%	15%	15%	20%	20%	20%	20%	25%	25%	25%	25%	25%	25%	25%	
	Number of customers per year**	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
	Service contract price per year	£ 43	£ 43	£ 43	£ 43	£ 43	£ 43	£ 43	£ 43	£ 43	£ 43	£ 43	£ 43	£ 43	£ 43	£ 43	
	Revenue from service contracts	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0
Maintenance*	Price of repair	£ 0	£ 0	£ 340	£ 340	£ 340	£ 340	£ 340	£ 340	£ 340	£ 340	£ 340	£ 340	£ 340	£ 340	£ 340	
	Number of repairs***	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
	Revenue from repairs	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0
Total revenue from service and repairs		£ 0	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0

* % of customers that sign service maintenance contract

** Number of customers per year (1 customer = 1 installation)

*** Number of repairs (assumed to be % of total installations for the year) 10%

B. Efficiencies: What would have been the revenue from making operations and work of installers more efficient?

💡 By using Somfy tools for professionals (TaHoma pro app, Serv-e-Go), installers can perform their work faster, more efficiently and deliver better quality of services.

Efficiencies

	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	Total
💡																
💡																
More repairs per year***	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Revenue from efficiencies	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0

* Number customers per year = number of installations per year (1 customer = 1 installation)

** Number of repair installations per year: assumption 10% of all installations per year is repairs

*** 10% more repairs per year due to more efficient daily operations

Summary revenues from service contracts & efficiencies

What would have been total revenue from offering service contracts, maintenance and by working more efficiently?

		2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	Total
A. Service revenue maintenance	Revenue from service contracts	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0
	Revenue from repairs	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0
B. Efficiencies	Revenue from efficiencies	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0
Total revenue from service contracts		£ 0	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0	£ 0

“**Result**”: revenue per component, ending in the summary of service contracts and efficiencies.

Tab 5 – Service & Maintenance Revenue

This tab gives a summary view of the same service revenue, but based on a **customer count you enter yourself**. Use it when you want to show the potential for a number of installations that does not follow from the historical or forecast figures.

The service contract price, the conversion rates and the average repair cost are shared with the **“Services revenue”** tab. If you change one of these values here it also changes there, and the other way around.

Input		3. Conversion rate service contract		4. Number of customers per year		5. Average repair cost	
1. Service contract price per year £ 43	2. Average revenue per customer £ 3000	Year	Conversion rate	Year	Customers*	C. Revenue per year	Average repair cost £ 340
		Year 1	10 %	Year 1	250	£ 750,000	Repair percentage 10 %
		Year 2	15 %	Year 2	255	£ 765,000	Additional repairs per year 10 %
		Year 3	15 %	Year 3	260	£ 780,000	
		Year 4	15 %	Year 4	265	£ 795,000	
		Year 5	20 %	Year 5	270	£ 810,000	
		Year 6	20 %	Year 6	275	£ 825,000	
		Year 7	20 %	Year 7	280	£ 840,000	
		Year 8	20 %	Year 8	285	£ 855,000	
		Year 9	25 %	Year 9	290	£ 870,000	
		Year 10	25 %	Year 10	295	£ 885,000	
		Year 11	25 %	Year 11	300	£ 900,000	
		Year 12	25 %	Year 12	305	£ 915,000	
		Year 13	25 %	Year 13	310	£ 930,000	
		Year 14	25 %	Year 14	315	£ 945,000	
		Year 15	25 %	Year 15	320	£ 960,000	

Growth of 2% per year assumed
* (1 customer = 1 installation)

“Input”: enter the number of customers here - one customer is one installation.

Result

Summary revenues from service contracts & efficiencies

What would have been total revenue from offering service contracts, maintenance and by working more efficiently?

		2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	Total
A. Service revenue maintenance	Revenue from service contracts	£ 1,075	£ 1,645	£ 1,677	£ 1,709	£ 2,322	£ 2,365	£ 2,408	£ 2,451	£ 3,118	£ 3,171	£ 3,225	£ 3,279	£ 3,333	£ 3,386	£ 3,440	£ 38,604
	Revenue from repairs	£ 0	£ 0	£ 8,840	£ 9,180	£ 9,180	£ 9,520	£ 9,520	£ 9,860	£ 9,860	£ 10,200	£ 10,200	£ 10,540	£ 10,540	£ 10,880	£ 10,880	£ 129,200
B. Efficiencies	Revenue from efficiencies	£ 0	£ 0	£ 972	£ 1,010	£ 1,010	£ 1,047	£ 1,047	£ 1,085	£ 1,085	£ 1,122	£ 1,122	£ 1,159	£ 1,159	£ 1,197	£ 1,197	£ 14,212
Total revenue from service contracts		£ 1,075	£ 1,645	£ 11,489	£ 11,899	£ 12,512	£ 12,932	£ 12,975	£ 13,396	£ 14,062	£ 14,493	£ 14,547	£ 14,978	£ 15,032	£ 15,463	£ 15,517	£ 182,015

✓ A. Service contracts: What would have been the revenue generated from offering service contracts to your customers?

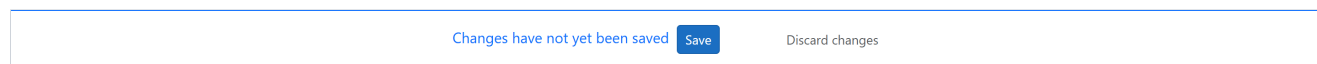
✓ B. Efficiencies: What would have been the revenue from making operations and work of installers more efficient?

“Result”: the summary based on that customer count.

7. Saving your changes

If you make any changes to the figures, remember to click **“Save”**. As long as changes are unsaved, the tool shows **“Changes have not yet been saved”** at the bottom of the screen. If you try to leave the page with unsaved changes, the tool warns you first.

Changed your mind? Click **“Discard changes”** to return to the last saved version of the model. All changes made since the last save are lost; this cannot be undone.



The banner appears at the bottom of the screen as soon as a figure changes. **“Save”** stores your changes, **“Discard changes”** returns to the last saved version.

8. Report for the customer

At the end of the sales meeting a report for the customer can be created in PDF format. Select **"PDF"** in the top bar.

Save the model before you run the PDF report. Only the PDF document may be shared with the customer – not the TCT tool itself and not a link to the tool.

TaHoma Calculator Tool Home Model configuration PDF

Select **"PDF"** in the top bar to generate the report for this customer.



Calculator Model for Demo Blinds Ltd. - 09C999999

Base Year: 2026

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 (GBP)	Total turnover (GBP)
2021	1	4	£ 43	£ 2,169
2022	1	4	£ 43	£ 43
2023	1	8	£ 43	£ 2,169
2024	1	8	£ 43	£ 43
2025	1	10	£ 43	£ 1,106
			Total	£ 5,530

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 (GBP)	Total turnover (GBP)
2021	18	72	£ 774	£ 41,346
2022	44	176	£ 1,892	£ 60,496
2023	79	370	£ 3,397	£ 111,375
2024	126	636	£ 5,418	£ 153,372
2025	188	1,061	£ 8,084	£ 244,964
			Total	£ 611,553

Example of the generated report. The report follows the language the tool is set to.

9. Creating a new model for the same customer

After the first meeting you may want to create a new model for the same customer. Once you have created and saved a model, it stays available in the TCT for next time.

Log into TCT → fill in the customer number → click **“Model configuration”** in the top bar.

- To view the existing model of the customer, go to **“Select”**.
- To create a new model for that customer, go to **“Remove”** and create a new model.

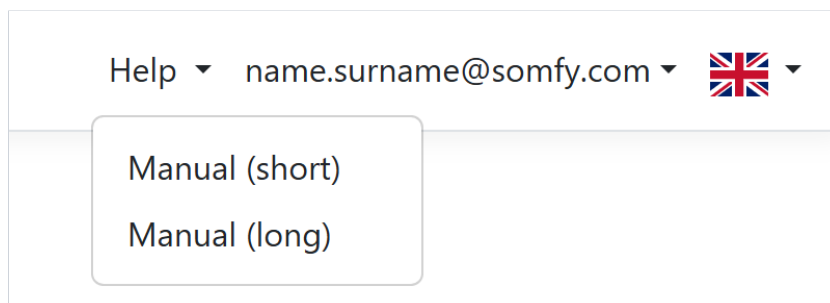
Removing a model deletes it from the system, including any manual changes you made in it. This cannot be undone.

Existing models			
Year		Select	Remove
2026	1 Base year	2	3

- 1** The base year the model belongs to.
- 2** **“Select”** opens the existing model.
- 3** **“Remove”** deletes it, so a new model can be created.

10. Help inside the tool

The **“Help”** menu in the top bar contains the help documents that are available for the language you are working in. Documents open in a new browser tab. This manual itself is written in English only.



The Help menu shows the documents for the selected language.

11. FAQ

A new Somfy customer needs to be added to the TCT tool

Please send your request by email to the administrator of the tool (naomi.landsberg@somfy.com), sharing the following details:

CustomerNumber	CustomerName	Country
09C000010	Abba Blinds Ltd	Somfy England

A Somfy Account Manager needs access to TCT

Please send your request by email to the administrator of the tool (naomi.landsberg@somfy.com).

Any other question

For any other question, information or a training request, reach out to the TCT tool administrator.