

Configure One Chosen to Simplify Bell Lumber and Pole Co.'s Quoting Process

Bell Lumber and Pole Company has chosen to partner with Configure One, leading provider of Web-based product configurator and configure, price, quote software.

OAK BROOK, IL, USA, July 29, 2014 /EINPresswire.com/ -- [Configure One™ \(www.configureone.com\)](http://www.configureone.com), a company known for its quality product configurator software, was recently selected by Bell Lumber and Pole Company, supplier of treated wooden poles to North American

utility markets, as the provider to automate and simplify Bell's quoting process. A century-old company based out of Minneapolis, Bell Lumber & Pole Company ran a comprehensive evaluation before selecting Configure One. Ultimately, the privately held company decided Configure One's Concept Enterprise Product Configurator® was the best option for drastically boosting its overall business efficiency.



"We are passionate about employing technology at the right time and right place in our business to improve efficiency," said Tom Bell, CEO of Bell Lumber and Pole Company. "Configure One's Concept product configurator is an excellent example of where technology has a significant payback and frees up decision makers and sales staff to execute with excellence."

Bell Lumber and Pole Company is in the same family as Alamco, LLC, a manufacturer of environmentally friendly commercial beams. Due to the high degree of complexity in Alamco products, the quoting process is typically time-intensive and laborious, involving engineering, costing and calculations. Without Configure One's software, each quote would require a lot of experience and product knowledge.

"The entire quoting process is manual and based on spreadsheets," said Michael Mooney, IT consultant at Bell Lumber and Pole Company. "It was clear that product configuration and quotation software [from Configure One] could help Alamco's CPQ process and improve quote lead time and accuracy and increase quote throughput."

While Alamco will be the first Bell company to implement the new software, Bell Lumber and Pole Company hopes to expand the software to other divisions, too. In fact, Concept was specifically chosen because it is a product that will eventually accommodate the differing

requirements of other branches of the business.

"Currently, quoting is a bottleneck. There is a lot of product knowledge required to produce a quote. We want to capture that knowledge via the configuration rules in Concept. This will increase the number of people that can create an accurate quote," Mooney said. "Concept will provide Alamco with accurate costing and a professional-looking quote document. The integration between Concept and our CRM and ERP systems will further streamline the CPQ process and help eliminate mistakes [that result] from manual data entry."

This new partnership between Configure One and Bell Lumber and Pole Company is one of many similar relationships created by a desire from manufacturers to automate the CPQ process. By speeding the quote-to-production time and improving quote accuracy, Configure One's software can free up a company's sales staff to focus on business.

About Configure One

Configure One is a leading provider of [Web-based product configurator](#) and CPQ (configure, price, quote) software. Configure One's Concept Enterprise Product Configurator® is an [enterprise CPQ](#) application that enables companies to efficiently sell and process orders for configurable, multi-option and customizable products and services. Configure One's customers are able to increase revenues while reducing costs by automating much of the sales, order entry and engineering processes. Customers include industry leaders such as ABB, Alstom, Emerson Electric, Danaher, Dover Corporation, Dow Corning, General Dynamics, ITW (Illinois Tool Works), Leggett & Platt, Masonite Corporation, Mitsubishi, Otis Elevator, SPX Corporation, Stanley Black & Decker and Sumitomo.

For more information contact:

Ron Mouw
Configure One, Inc.
P: +1 630-368-9950
rmouw@configureone.com
www.configureone.com

Press release courtesy of Online PR Media: <http://bit.ly/1rCppvQ>

Ron Mouw
Configure One, Inc.
(630) 368-9950
[email us here](#)

This press release can be viewed online at: <https://www.einpresswire.com/article/216090580>

EIN Presswire's priority is source transparency. We do not allow opaque clients, and our editors try to be careful about weeding out false and misleading content. As a user, if you see something we have missed, please do bring it to our attention. Your help is welcome. EIN Presswire, Everyone's Internet News Presswire™, tries to define some of the boundaries that are reasonable in today's world. Please see our Editorial Guidelines for more information.

© 1995-2024 Newsmatics Inc. All Right Reserved.