



Dyna-Flo Streamlines Quote-to-Production Process with Configure One

CPQ provider, Configure One, is the company of choice for service company Dyna-Flo, which plans to automate its processes with Configure One's Concept software.

OAK BROOK, IL, USA, August 27, 2014 /EINPresswire.com/ -- After a thorough evaluation process, Dyna-Flo Control Valve Services Ltd., a Canadian service company that specializes in FISHER® process control equipment, has selected [Configure One](#) as its chosen partner to provide a simplified quote-to-production process. Known as a top provider of [Web-based product configurator](#) and configure, price, quote (CPQ) software, Configure One is the maker of Concept Enterprise Product Configurator®, a tool that automates the entire quote-to-production process for companies.

"We are very pleased that Dyna-Flo selected Configure One," said Jim Hessin, a Configure One Senior Account Executive. "This is yet another example of a valve manufacturer choosing Concept to streamline its quote-to-production process. We are looking forward to working with Dyna-Flo to successfully implement Concept and help the company achieve its objectives."

Driven by a goal of improving its quote-to-production process and making business more efficient, Dyna-Flo embarked on a comprehensive evaluation of product configurator options before choosing Configure One. What the service provider wanted was a tool to automate the quote-to-production process in way that could be flexible, scalable and integrated with its existing ERP system, Microsoft Dynamics NAV. That solution would need to make quotes more accurate and reduce the number of errors being made.

"We were looking for a product configurator that could handle complex products and formulas to create configuration rules," said Cam Robinson, President at Dyna-Flo. "During the evaluation process, it soon became clear that Concept was more flexible and handled formulas much better than the other products we evaluated."

In the quote-to-production process Dyna-Flo had been using, there were multiple steps and complex procedures involved in making quotes, which made sales and production less efficient than they could be. "Our sales department generates quotes using spreadsheets," Robinson said of its typical process. "Depending on the complexity, our engineering department may also be involved in creating specifications and pricing. Our goal is for our sales department to configure products and generate quotes without engineering involvement."

Now, by partnering with Configure One, Dyna-Flo expects to reap the benefits of Concept's automated process, which means automated quotes, automated bills of material and automated manufacturing routines — eliminating the need for engineering involvement in these steps.

"Currently it takes several years' experience to quote our products properly," said Robinson. "We want to capture that product knowledge and make it available so that a wider group, including sales reps and distributors, are able to create their own configurations and quotes."

Through this new partnership, Dyna-Flo will be able to make its products available to a larger audience, as more members of its team are able to create quotes and make sales, empowered by automated systems. It will join a crowd of small and large manufacturing companies that are also working with Configure One, including Alstom Power, General Dynamics, Stanley Black & Decker, Mitsubishi Electric Automation and more.

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.

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