Configure One Chosen to Improve the Quotation Process for TMW Systems

Leading provider of Web-based product configurator and CPQ software, Configure One gets picked by TMW Systems, Inc. to simplify its quote-making process.

OAK BROOK, IL, USA, November 7, 2014 /EINPresswire.com/ -- Known for its software that increases efficiency in the CPQ (configure, price, quote) process for companies, Configure One™ has just become the company of choice for TMW Systems, Inc., top provider of software to businesses in the transportation services industry. After conducting an extensive investigation of options, TMW landed on Configure One's Concept Enterprise Product Configurator® software as the solution that meets all of its needs.

> We looked at a variety of vendors. They all had a lot of limitations, and we didn't want to settle for a less-than-optimum solution. We contacted NetSuite, and they recommended Configure One."
>
> *Andrew Scina*

"We looked at a variety of vendors," said Andrew Scina, Sales Contracts Analyst at TMW. "They all had a lot of limitations, and we didn't want to settle for a less-than-optimum solution. We contacted NetSuite, and they recommended Configure One. The proven integration to NetSuite was a major factor in our decision to select Configure One, but overall ease of use was critical. Not only is Concept a really good fit, but also it's easy to use and maintain. We didn't want to have to contact the software vendor or the programmer to maintain the rules."

In business for more than 30 years, TMW develops enterprise management software for the surface transportation industry, which involves trucking, logistics and heavy-duty maintenance and repair. Having experienced significant and speedy recent growth, TMW found that its existing quote-to-order process was no longer meeting its needs, which prompted the search.

"We have five different lines of business with 1,400 different items," Scina said. "It was becoming increasingly difficult to produce quotes for multiple products. Currently, we have 20 regional managers that use an Excel® spreadsheet to help them construct a quote. The salesperson sends the quote to corporate headquarters for approval to ensure the times selected are

compatible. The information is then manually entered into NetSuite®, our CRM system, to produce the quotation. The whole process is very time-consuming."

By switching to Configure One's Concept software, TMW expects to drastically lower its quote-to-order lead time. "Our sales managers will have the ability to generate their own quotes instantaneously," said Dave Schildmeyer, senior vice president of sales at TMW Systems, "and the integration to NetSuite will eliminate redundant data entry. Not only will Concept save our sales team a considerable amount of time, but also enable us to keep pace with increasing volume of business."

At Configure One, Concept is the software used to create all quotes, according to senior account executive Jim Hessin. "Software companies have to configure products and services the same as manufacturers," he said. "The fact that TMW Systems selected Configure One is a testament to Concept's flexibility."

About Configure One

Configure One, Inc. 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, 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

Press release courtesy of Online PR Media: http://bit.ly/10FQw17

Ron Mouw
Configure One, Inc.
630-368-9950
email us here

This press release can be viewed online at: https://www.einpresswire.com/article/233496614

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.