

# Porter Corp. Selects Configure One to Improve Its CPQ Process

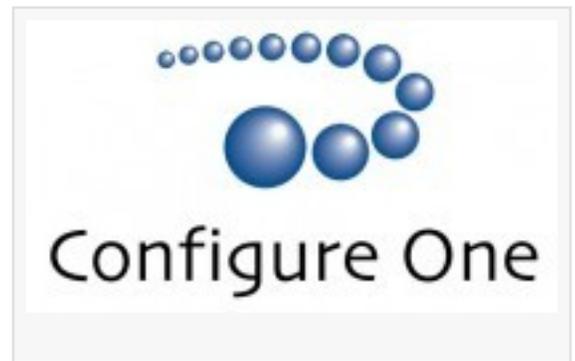
*Configure One chosen to boost sales and shorten lead times for leading architecture design and manufacturing company Porter Corp.*

OAK BROOK, IL, USA, December 23, 2014

/EINPresswire.com/ -- Provider of the industry's leading Web-based configurator and CPQ (configure, price, quote) software, Configure One™

([www.configureone.com](http://www.configureone.com)) announced today that

innovative architectural company Porter Corp. has selected its Concept Enterprise Product Configurator® after a thorough evaluation of options on the market.



"We sell mostly for government and commercial projects wanting to provide shade coverings for their constituents and customers," said David Jarrell, VP of Corporate Information Systems at Porter Corp. "We were looking for a system that would integrate with our ERP system and provide a portal for our sales team to configure, price and quote our products."

Founded 50 years ago as W.H. Porter, Porter Corp. designs and manufactures innovative architectural structures. The company was one of the first producers of SIPS (structural insulated panels) for high-performance building systems that turn OSB and EPS insulation into large rigid panels for highly efficient residential and commercial buildings, and it created the first tubular bolt-together steel frame with concealed bolts (which today is the leader in shade coverings for applications in steel, fabric and wood). After being purchased by GVD Industries in 2012, Porter Corp. gained funding to overhaul its complete business systems, which is what led to a hunt for a better product configuration solution.

"As an engineer-to-order company, a product configurator was an essential component of Porter Corp.'s business systems," said Jarrell. "Currently we have a product configurator that was originally developed about 15 years ago by a company that is no longer in business."

In order to improve operations, Porter Corp. wanted to find a more modern configurator that could adapt to its needs. "It was important that the architecture allowed for customization to fit our business. We also wanted support for any customizations to allow us to take advantage of future upgrades," Jarrell said. "We had selected Epicor® as our ERP system and although Epicor

has a product configurator, Concept was a better fit for our organization. In the end, we adopted a best-of-breed approach with Concept integrated with Epicor.”

Porter Corp. expects to see immediate benefits from the transition to Concept, according to Jarrell. “Concept will empower our sales reps to generate more quotes and estimates. Concept will be easier to use and provide more capabilities than our existing system. The integration with Epicor will allow us to pass data accurately and seamlessly between the two systems, thereby eliminating redundant duplicate data entry,” he said. “In addition, improved CRM data will provide greater visibility of the sales pipeline and more accurate forecasting. As a result, we will be able to better manage the sale pipeline. Streamlining the entire CPQ process and improving accuracy by eliminating errors will result in shorter lead times and increased sales.”

Configure One agrees that the new partnership will provide many benefits for Porter Corp. “We believe Concept, integrated with Epicor, will help Porter Corp. reduce the quote-to-order lead time and increase sales,” said Jim Hessin, Senior Account Executive with Configure One. “More and more companies are recognizing the superior functionality and benefits provided by Concept, when compared to a configurator model of an ERP system.”

## 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, ITW (Illinois Tool Works), Leggett & Platt, Masonite Corporation, Mitsubishi, Otis Elevator, SPX Corporation, Stanley Black & Decker, and Sumitomo.

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