



Flogistix Chooses Configure One To Improve Their CPQ Process

In order to replace their legacy systems and empower their salespeople Flogistix has chosen to work with Configure One integrated to NetSuite

OAK BROOK, IL, USA, February 16, 2015 /EINPresswire.com/ -- Top provider of Web-based product configurator, and CPQ (configure, price, quote) software, Configure One™ (www.configureone.com) has just been selected by oil and gas optimization service company, Flogistix, LP, as the company to streamline their CPQ process. After a thorough evaluation of options, Flogistix decided Configure One's Concept Enterprise Product Configurator® offered the most benefits to their current operations.

"We started by looking into quoting software, and with the help of an external consultant, we discovered Configure One," said Aaron Baker, Director of Engineering. "After the demonstrations, it was clear that Concept could not only do what we had in mind, but also things we hadn't thought of. The fact that Configure One is a NetSuite® partner, with proven integration to NetSuite, was also a big advantage."

Baker went on to say that Flogistix expects to see significant improvements to their CPQ process thanks to this change. As the company provides optimization services throughout most of the onshore producing basins in the U.S., they currently have over 8,000 wellhead compressors in service — compressors that need to be optimized in order to meet customer needs. The biggest issue until this point has been their CPQ process. "To configure a wellhead compressor there are a lot of sizes, options and engineering considerations depending on the composition of the gas and operating conditions," Baker said.

Likewise, the old CPQ system involved spreadsheets managed by a small team of application engineers who handled all quotations. "The bulk of the quotations are handled by one engineer," Baker said. "As a result, he spends a large amount of time on administrative work — not the best use of his talents. Our goal is to have a sales person sitting with a customer, entering data into the system, and automatically generating a quote."

Through this new integration with Configure One, Flogistix gains an automatic compressor selector and contract generator that will automate their CPQ process and simplify the way quotes are made, according to Baker. "With Concept, we will be able to add more complex rules," he said. "As a result, Concept will generate 80% of our quotes. The sales person will be able to

present a quote immediately, without the need for engineering review. That in turn will free up engineering resources to work on more complex configurations and make our quotation process more consistent with a professional-looking document. However, the main benefit is that if we lose our application engineer it's not going to cripple us. We can use his talents on other things instead of mundane administrative work."

Senior Account Executive with Configure One, Justin Rogers, expressed similar gladness about this new partnership. "More and more companies are recognizing the benefits of automating their CPQ process and empowering their sales force," he said. "With Concept, engineers can spend more time on solving complex engineering problems and less time on mundane administrative work."

About Configure One

Configure One is a leading provider of Web-based product configurator and CPQ 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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