Configure One Sweeps Away Spreadsheets at Stewart-Amos

Designer and manufacturer of chassis-mounted street sweeping equipment selects Configure One to replace spreadsheets and empower dealer network

OAK BROOK, IL, USA, March 12, 2015 /EINPresswire.com/ -- Configure One™ (www.configureone.com), a leading provider of web-based product configurator and CPQ (configure, price, quote) software, today announced that Stewart-Amos Sweeper Co.—a designer and manufacturer of chassis-mounted mechanical broom and regenerative air street sweeping equipment—selected Configure One's Concept Enterprise Product Configurator®.

After distributing other brands of street sweepers for many years, Stewart-Amos decided to build its own trucks. As a result, Stewart-Amos Sweeper Co. was formed in 2004 combining the talents in engineering, fabrication and manufacturing from the equipment side of the company with the capabilities of sweeper-specific personnel brought on board to spearhead the product line. The company sells its Starfire and Galaxy product lines through a national network of dealers. "Currently, we use a spreadsheet for our pricing, which we update once a year," said Frank Chulick, President. "Our dealers are constantly asking for help pricing a quote for their customers. As our dealers sell other products, it's important to be known as easy to do business with."

Stewart-Amos recognized that it needed to modernize its CPQ process. "At first, I was looking for a spreadsheet template and was doing an Internet search. That's when I found Configure One. After going through the evaluation process, we found that it was exactly what we needed," said Chulick.

"We selected Configure One because it met all of our requirements in an affordable manner," said Chulick. "I recognized many of Configure One's customers in similar industries making truck bodies. The fact that a lot of larger companies in our industry were successfully using Configure One gave us confidence that this was the right solution."

According to Chulick, Stewart-Amos expects to achieve many business benefits once it has implemented Concept. "Concept will act as a knowledge repository giving our dealers access to information they never had before, such as more options and detailed specifications that just weren't practical utilizing a spreadsheet. It will make it easier for dealers to create an accurate quote with up-to-date pricing. The more quotes they generate, the more potential business for

us. In addition, the output from Concept will provide the dealers with a much more professional looking quote document and provide better communication with their customers."

"Companies that use a dealer network to sell their products recognize the importance of making the CPQ process as simple and efficient as possible," said Chris DiEllo, Configure One's Director of Eastern Region. "We are looking forward to working with Stewart-Amos to successfully implement Concept and help the company empower its dealers."

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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