



Configure One Is CPQ Company Of Choice For Workplace Systems

Workbench designer and manufacturer Workplace Systems Selects Configure One to Streamline its CPQ (Configure Price Quote) process

OAK BROOK, IL, USA, May 20, 2015 /EINPresswire.com/ -- Leader in Web-based product configurator and CPQ (configure, price, quote) software Configure One™ (www.configureone.com) is pleased to announce that it has been selected as the company of choice by Workplace Systems, Inc., designer and manufacturer of modular work stations, benches and other laboratory furniture. After an extensive evaluation process, Workplace Systems finally landed on Configure One's Concept Enterprise Product Configurator® because of its ability to streamline and speed up the quote-making process.

"Our current CPQ process is very time-consuming and requires considerable product knowledge to configure a product correctly and generate a quote," said Jim McEleney, President and CEO at Workplace Systems. "We rely heavily on the experience and knowledge of our Design Specialists to gather all of the customer's requirements and determine the most suitable workbench. The whole process puts tremendous pressure on the Design Specialist not to make a mistake." Realizing that Configure One's Concept could alleviate some of that pressure for designers, Workplace Systems sees the new CPQ process as an excellent way to maintain its 65-year reputation for customer service, innovative design and superior craftsmanship.

"We had looked at other systems in the past, including Configure One," McEleney said, "but last year we were determined to get a solution to our problems. There were two major issues I wanted the software to address. First, to reduce the time needed to generate a quote and ensure that the configuration was accurate. Second, furniture is very visual and our customers want to see what they are buying. We wanted a way to show the customer in real time the product without having to manually produce a drawing."

Beginning the evaluation process in 2014, Workplace Systems finally landed on Concept because it was the solution that could address all of the company's concerns. "The people we met with from Configure One were very competent," McEleney said. "They addressed all of our concerns and helped us understand Concept's capabilities." McEleney added that Configure One's more than 10 years in the industry, successful implementations, strong customer references and extensive positive feedback also factored into the decision for Workplace Systems.

In both short- and long-term aspects, Workplace Systems expects to see significant benefits from this new implementation. "We expect that Concept will help us automate the entire CPQ process from the initial customer engagement through the order process to manufacturing and shipping," said McEleney. "We want the process to be as seamless as possible. We expect to reduce the time needed to generate a quote from hours to minutes, eliminate the possibility for errors and the need to recheck every quote."

Configure One's Director of Eastern Region Chris DiEllo expressed similar expectations for the new CPQ solution at Workplace Systems. "More and more companies, such as Workplace Systems, are

recognizing the business benefits of automating the CPQ process," he said. "We are confident that we will be able to help Workplace Systems achieve both its short and long-term goals."

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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