



# Configure One Rolls Up Benefits for Janus International

*Leading manufacturer of steel roll-up doors and building components looks to Configure One integrated to Sage 500 to help streamline its CPQ process*

OAK BROOK, IL, USA, June 15, 2015 /EINPresswire.com/ -- Configure One™ ([www.configureone.com](http://www.configureone.com)), a leading provider of web-based product configurator and CPQ (configure, price, quote) software, today announced that Janus International—the leading manufacturer of steel roll-up doors and building components—selected Configure One's Concept Enterprise Product Configurator® after a comprehensive evaluation.

Janus International is the leading manufacturer of steel roll-up doors and building components designed for the self-storage, industrial and commercial door dealer markets.

After investing in a new ERP system, the company recognized that CPQ software was also needed to streamline the quote-to-production process. "The original impetus for CPQ software was to integrate to Sage 500, our ERP system, to help the company achieve its goal of perpetual inventory," said Curt Schroeder, Engineering Manager. "We needed a way to automatically create an accurate BOM that could backflush inventory via the ERP system. In addition, we wanted to streamline the entire CPQ process."

Janus International relied on Excel®-based spreadsheets to generate its quotes. "To construct a quote, a sales person needed to collect data from multiple sources and databases including customer information, price list, freight methods, and tax information, before entering the data into a spreadsheet. We have six inside sales reps all using different nomenclature, which creates confusion further along the process. In the future, we want our external reps to generate their own quotes instantaneously instead of calling the sales office," said Schroeder.

In addition to streamlining the CPQ process, Janus International was looking to improve its management reporting. "We want to gain more visibility of our costs compared to our selling price to establish gross margin. Currently, we don't have the ability to view that information in detail," said Schroeder.

"We chose Configure One because of the company's good reputation, and the fact that they had previously integrated to Sage 500," said Schroeder. "After a detailed demo, we contracted with Configure One to show us Proof of Concept using our own data. This gave us confidence that the software would meet our requirements. The people we met from Configure One were very professional and it has been a good experience so far."

According to Schroeder, Janus expects to meet its objectives of perpetual inventory and streamlining its CPQ process with Concept integrated to Sage 500. "In addition to the savings from perpetual inventory, we expect to receive accurate profit margin data, as well as more standardization and consistency in our quote-to-order process. Concept will benefit the inexperienced sales reps and reduce the learning time, as all the information they need to create a quote will be in one system. We will derive further benefits in the future when Concept is made available to external sales reps and

eventually customers."

"We are very pleased that Janus International has chosen Configure One to help streamline its CPQ process," said Aleks La Rosa, a senior sales executive with Configure One. "This is just another example where Configure One's growing reputation as a leader in the CPQ market led to the initial inquiry, and we are confident that Concept integrated with Sage 500 will help Janus International meet their business 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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Ron Mouw  
Configure One Inc.  
1 630-368-9950  
email us here

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