



# Configure One Helps Southern Staircase Climb

*By replacing manual legacy systems Configure One streamlines the CPQ process for leading designer and manufacturer of custom staircases.*

OAK BROOK, IL, USA, June 19, 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 Southern Staircase—an industry-leading designer and manufacturer of high quality, custom staircases—selected Configure One's Concept Enterprise Product Configurator® after a comprehensive evaluation.

For over 25 years, Southern Staircase has exceeded the expectations of its customers by creating superior staircases and stairs in both residential and commercial buildings. Due to rapid growth, the company recognized it needed to replace its aging, homegrown CPQ system. "Our current quoting system is based on old technology that's no longer supported," said Randy Scott, President. "It's cumbersome to use and doesn't provide our sales team with any design assistance. We wanted to improve our quote accuracy, reduce errors, rework, and eliminate redundant data entry."

Southern Staircase was looking for a solution that would not only address the company's immediate needs, but also support its growth in the future. "A key factor was the ability to maintain the configuration rules ourselves without having to rely on IT resources," said Scott. "We wanted a web-based system that would improve the efficiency of our sales team, and in the future provide sales drawings and integrate with our ERP system to automatically convert quotes to sales orders, eliminating duplicate data entry."

After a comprehensive evaluation, Southern Staircase selected Configure One's Concept Enterprise Product Configurator®. "We evaluated a number of different systems, but ultimately chose Configure One," said Scott. "Concept met all of our requirements and we are confident Configure One will deliver the solution we need. All through the evaluation process the Configure One team was excellent. They were very professional, knowledgeable, and answered all of our questions. We are very comfortable with both the Configure One team and solution."

As part of their new CPQ process, Southern Staircase plans to integrate Concept to Infor® SyteLine®, the company's ERP system using Configure One's Concept Connect integration module. In the future, they plan to use the Concept Real Time 2D module to automatically generate sales drawings.

According to Scott, Southern Staircase expects to see significant improvements to their CPQ process as a result of implementing Concept. "We expect to improve our sales efficiency. Our quotes will be more accurate, and we'll spend less time on administration due to the integration with SyteLine. Currently, getting new reps up-to-speed is a bottleneck limiting our growth. Concept will help new sales reps become effective faster as well as increasing the productivity of existing reps."

"Southern Staircase is another market leader that selected Configure One to replace an existing product configurator and quotation system," said Chris DiIello, Configure One's Director of Eastern Region. "Our vast experience in replacing legacy configurator applications, together with our integration to leading ERP systems, makes Configure One the right choice."

## 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.

Press release courtesy of Online PR Media: <http://bit.ly/1K0GY5k>

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