Configure One Benches Old Systems at OnePointe Solutions

By replacing manual legacy systems Configure One streamlines the CPQ process for leading workbench and laboratory furniture provider

OAK BROOK, IL, USA, July 27, 2015 /EINPresswire.com/ -- Configure OneTM (www.configureone.com), a leading provider of web-based product configurator and CPQ (configure, price, quote) software, today announced that OnePointe Solutions LLC—an industry-leading provider of custom workbench and laboratory furniture— selected Configure One's Concept Enterprise Product Configurator® after a comprehensive evaluation.

OnePointe Solutions is a leading provider of customized and technology-integrated workbenches and carts for laboratories, aerospace/defense, healthcare, biotechnology, retail and manufacturing industries. Until recently, OnePointe Solutions relied on spreadsheets and manual systems to generate quotations. "We are a growing company, continually adding new products. As we are a build-to-order company with endless product possibilities, it's impossible for one person to know all of the options and accessories," said Don Carlson, Vice President, Finance and Operations. "Our goal is to streamline the CPQ process, improve order accuracy, and automate the production of sales and production drawings."

To achieve these objectives, OnePointe Solutions recognized that integration to the company's CAD and ERP systems was essential. "We were looking for a scalable CPQ system that would support our anticipated growth," said Carlson. "A key factor in our decision was proven integration to SOLIDWORKS®, our CAD system and NetSuite®, our ERP system."

After a thorough evaluation, OnePointe Solutions selected Configure One's Concept Enterprise Product Configurator. "We first came across Configure One at SuiteWorld®, NetSuite's annual conference for customers and solution providers," said Carlson. "The people we met from Configure One were awesome. They were very knowledgeable and definitely knew the product. Unlike the other software products we evaluated, Concept is designed for manufacturing companies. We quickly decided that Concept was the right fit for our business."

According to Carlson, OnePointe Solutions expects to realize many benefits once Concept is implemented. "The main benefits will come from improving the sales process and the interaction with our customers. We will be able to produce accurate quotes faster, and deliver a more professional-looking proposal. By utilizing Concept's Real-Time 2D module our customers will be able to see the impact their product selections have through dynamically changing 2D drawings and images—all in real time."

Deploying Concept will allow OnePointe Solutions to free up valuable engineering resources. "Currently, our design team has to produce pre-order drawings," said Carlson. "With Concept our sales team will be able to create their own drawings and automatically include them in the quote. The integration of Concept to SOLIDWORKS and NetSuite will streamline the entire CPQ process from quote-to- production."

"Our proven integration to NetSuite and SOLIDWORKS was a key factor in OnePointe Solutions' decision to partner with Configure One," said Justin Rogers, a Senior Account Executive with Configure One. "Configure One recognized that CPQ software is only part of the entire quote-to-production process. That's why we have invested, and continue to invest, in providing integration to industry-leading applications. It's one less thing our customers have to worry about during the implementation."

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, ITW (Illinois Tool Works), Leggett & Platt, Masonite Corporation, Mitsubishi, Otis Elevator, SPX Corporation, Stanley Black & Decker, and Sumitomo.

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