



Configure One Upgrades GL Veneer's Sales Process

Leading specialty plywood products supplier selects Configure One to replace its legacy product configurator

OAK BROOK, IL, USA, July 27, 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 GL Veneer Co., Inc.—the premier supplier of specialty plywood products in Southern California—selected Configure One's Concept Enterprise Product Configurator®.

Founded on March 1, 1977, GL Veneer began as plywood and face manufacturers supplying the burgeoning high-end case goods markets in the greater Los Angeles region. Today, GL Veneer is the premier supplier of specialty plywood products in Southern California.

As a result of replacing its ERP system, GL Veneer needed a new product configurator. "Due to the vast number of varieties of plywood we make, a product configurator is essential to our business," said Walter Otto, IT Director. "Currently, we use a product configurator that is a component of our old ERP system. We couldn't find a single product that met all of our requirements, so we decided to look for a product configurator that could be tightly integrated to our new ERP system."

As an experienced configurator user, GL Veneer knew what they were looking for in a replacement system. "We wanted a product configurator that covered the entire quote-to-production process including the generation of bills of material and routings," said Otto. "Also, we want both our customer service and sales people to use the configurator, and centralize our quotations in one place. Currently, the process is ad hoc with information coming in via phone, fax, and email. Our existing configurator is cumbersome and not suited to our sales people using it remotely."

For its new ERP system, GLVeneer selected Syspro® and to address the CPQ process, Configure One's Concept Enterprise Product Configurator. "We felt confident that Concept integrated to Syspro would provide GL Veneer with an integrated system that covered the entire quote-to-production process. We expect to create a quote, bills of material, routings, and sales orders all without manual intervention," said Otto.

According to Otto, GL Veneer expects to achieve many benefits once both systems are fully implemented. "Concept will make it quick and easy to create a quote. By simplifying the CPQ process, we expect our sales team will use Concept to generate their own quotes. Concept will improve our accuracy and that's very important. Every plywood panel we make has to be precise; otherwise it doesn't fit the job. Concept's web portal capability means that we can freely exchange information with our customers with the knowledge that everyone is working on the same version of the quote. In addition, we expect Concept will provide us with marketing analysis and the ability to track quotes."

"We are very pleased that yet another experienced product configurator user, such as GL Veneer, has

selected Configure One to replace its legacy systems," said Jim Hessin, a Senior Account Executive with Configure One. "We are confident that Concept integrated with Syspro ERP will streamline GL Veneer's entire quote-to-production process and empower its sales team."

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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