



Configure One Helps Christie® Visualize Process Improvements

Global leader in visual, audio and collaboration solutions selects Configure One to replace spreadsheets and reduce quote-to-order lead time

OAK BROOK, IL, USA, September 1, 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 Christie Digital Systems USA, Inc.—a global visual and audio solutions company—selected Configure One's Concept Enterprise Product Configurator®.

Christie was looking for a way to streamline its CPQ process, and provide seamless integration with its other business applications. "Christie has a lot of configuration tools built around Excel® spreadsheets," said Dennis Cafiero, Solution Design Manager at Christie Digital Systems. "The existing process was not optimum, with multiple Excel spreadsheets for different tasks being used. We were looking for one system that could satisfy the needs of both our sales team and distribution network."

A key requirement was the ability to integrate with JD Edwards, the company's ERP system, and Oracle® Sales Cloud, its CRM system. "It was essential that the vendor had proven integration with our existing business applications," said Cafiero. "We didn't want custom-built integration, and then have to maintain it ourselves. Our goal is to provide our distribution network with an easy to use, guided selling tool, so that their sales or customer service reps can create quotes for their customers without involving our engineering team. We also wanted 2D drawing capabilities so that our customers can see what the product will look like during the configuration process. Finally, it was important that the solution we chose had the capability to integrate with our CAD system to automatically generate engineering drawings."

After a comprehensive evaluation, Christie selected Configure One's Concept Enterprise Product Configurator. "Configure One was able to demonstrate their integration and show us how we could convert a quote in Concept to a sales order in JD Edwards. In addition, Concept's Real-Time 2D module provided the visualization capabilities we were looking for. Another factor was that Configure One has multiple implementation options. We liked the approach of working with Configure One to develop the configuration rules, and then we have the ability to develop new configurations ourselves. With other systems we evaluated we had to use a third-party to develop and maintain the configurations," said Cafiero.

According to Cafiero, Christie expects to realize many benefits once Concept is fully implemented. "By streamlining the entire CPQ process we will generate quotes a lot faster. Concept will generate a quotation, bills of material, 2D drawing, and wiring diagram. Re-keying of data from one system to another was virtually eliminated. Currently, a lot of our dealers contact our sales team or engineers to produce a quote. With Concept, our distribution network will be able to generate their own quotes, and with guided selling we can recommend products based on the customer's requirements or environment."

"We are very pleased that after a comprehensive evaluation, that included 18 of our competitors,

Christie Digital Systems USA selected Configure One," said Jim Hessin, a Senior Account Executive with Configure One. "More and more companies that use a distributor network are recognizing the benefits of Concept as a mechanism to empower their distributors and increase sales."

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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