



Configure One Streamlines CPQ Process at PermaTherm

Leading manufacturer of metal insulated panels and pipe/vessel insulation systems selects Concept to replace manual systems

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 PermaTherm, Inc.—a leading manufacturer of metal insulated panels for pre-engineered metal buildings and pipe/vessel insulation systems—selected Configure One's Concept Enterprise Product Configurator® after a comprehensive evaluation.

PermaTherm was looking for a way to generate a more professional-looking quotation faster. "Currently, we rely on the experience and product knowledge of our customer service team aided by spreadsheets," said Rita Mantel, CFO. "For certain products there is only one person with the knowledge to create a quote, and that's a bottleneck. Our goal is for our sales people and eventually customers to generate their own quotes. We also want to reduce misunderstandings and configuration errors. Sometimes the customer gets something different from what they were expecting, and we end up bearing the cost of the replacement. In addition, we want to provide our customers with a more comprehensive quote, including images of the products they ordered."

To address these issues and help automate their CPQ process, PermaTherm selected Configure One's Concept Enterprise Product Configurator. "We chose Configure One because it was easy to use and met all of our requirements," said Mantel. "Concept's integration to Salesforce and Sage 100, our CRM and ERP systems, will streamline the entire CPQ process. The more we learned about Concept, the more things we realized we could do."

According to Mantel, PermaTherm is expecting to realize many business benefits from implementing Concept. "We expect to generate accurate quotes faster. Currently, a complex quote can take a day or more. With Concept, we expect to reduce that to a few minutes. Our sales people will be able to create their own quotes and in the future our plan is to make Concept available to certain customers. Today, we rely on one person to quote our pipe/vessel products. By capturing that knowledge as rules in Concept we can make it available to more people in the organization. By utilizing Concept's Real-Time 2D module we will be able to incorporate sales drawings and images into a more professional-looking quotation. We believe this will greatly reduce the cost of returns due to misunderstandings or configuration errors."

"Many of our customers purchase Concept to solve a specific problem," said Jim Hessin, a Senior Account Executive with Configure One. "But when they see the capabilities available in Concept, they realize they can do so much more."

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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