



Pipe Supports Group Selects Configure One to Advance Global Growth

Leading designer and manufacturing of pipe supports selects Configure One to replace manual legacy systems and streamline its CPQ process

HARLOW, ESSEX, UK, October 5, 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 Pipe Supports Group— a specialist supplier of pipe supports for the power generation, petrochemical and process industries—selected Configure One's Concept Enterprise Product Configurator® after a comprehensive evaluation.

Providing a global solution for piping engineers, the Pipe Supports Group is one of the largest businesses in this sector and has manufacturing facilities in the UK, Thailand, India and the USA. In addition, Pipe Supports Group has global design and manufacturing in Europe, North America, Thailand and India.

In order to convert more sales opportunities, Pipe Supports Group needed to increase the number of quotations processed, without adding staff. "Our sales win ratio is relatively stable," said Joel Barraclough, Group ERP and Systems Project Manager. "If we can increase the number of quotations we produce, we can increase revenue. One of our key goals is to improve the efficiency of the quote-to-production process and turnaround quotes a lot faster."

Currently, Pipe Supports Group relies on internally developed systems and spreadsheets to produce quotes. "Our legacy systems can only handle standard products," said Barraclough. "We wanted a system that was easy to use and could handle both standard and configure-to-order products. In addition, integration to our CAD system, SolidWorks®, was key as we wanted to standardise and automate the production of drawings, bills of material, and routings."

As the Pipe Supports Group conducts business worldwide, multilingual and multinational capabilities were essential. "We produce quotes in six different locations worldwide, and we want everyone to use the same system," said Barraclough.

After a comprehensive evaluation, Pipe Supports Group selected Configure One's Concept Enterprise Product Configurator. "Besides Configure One, we evaluated four other vendors and they all had drawbacks," said Barraclough. "Configure One was the best fit and the only product that addressed the entire quote-to-production process. A key factor in our decision was the people we met from Configure One. We were impressed by their professionalism, their understanding of our products, and their engineering knowledge in general."

According to Barraclough, Pipe Supports Group expects to see major CPQ process improvements once Concept is fully implemented. "We expect to dramatically reduce the time it takes to generate a quote. Through improved efficiency we will be able to produce more quotes without adding staff. With everyone using the same system worldwide, we anticipate a reduction in errors. From an IT perspective, we expect support issues will also be reduced."

"We are please that yet another multinational manufacturing company has decided to partner with Configure One," said Jon Lidbury, General Manager, Configure One Europe Ltd. "Manufacturing companies that design and build configurable products recognise that Configure One is the only CPQ software vendor that address the entire quote-to-production process."

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 customisable 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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