Customer Snapshot

Plastimayd reduces costs and increases sales with Infor Product Configurator

Facts at a glance

Products: Infor® Product Configurator, Infor Sales Portal, Infor 2D Design Automation, Infor Document Automation, Microsoft Dynamics AX
Industry: Industrial Manufacturing
Country: USA

"With Infor Product Configurator, we've cut the expense of custom software development and maintenance, plus we can introduce new products and product changes faster using internal staff only."

—Steve Terhune, IT director, Plastimayd

About the company

Plastimayd LLC, through the Plastimayd, VynAll, and CoverLogix brands, provides excellent customer service and experiences, and high quality vinyl pool liners and safety covers. Founded in 1952 in Portland, Oregon, Plastimayd expanded its operations to the South in 2000 with a production facility in Bossier City, LA and in the Northeast and Southeast in 2007 through the acquisition of VynAll. To learn more, visit www.plastimayd.com.

Challenges

- Provide dealers with online self-service capabilities to produce quotes and place orders.
- Deploy a single tool for both internal and external users and simplify the quote and order user interface for all users.
- Reduce the expense of custom software development and maintenance.
- Introduce new products and product changes more quickly.

Benefits

- Embedded nearly 20 years of product design and quoting knowledge into a guided selling platform within six months.
- Simplified the quote and order user interface with a guided product selection and configuration process that uses dynamic product visualization.
- Transformed the dealer buying experience with an easy online self-service tool for developing quotes and placing orders for all custom-designed residential and commercial products.
- Reduced the time to train sales staff with a more consistent and simplified quote and order process.
- Generated manufacturing information to drive production within the company's enterprise resource planning (ERP) system.
- Reduced the cost of custom software development and maintenance
- Accelerated the introduction of new products and permitted product changes without the need to outsource programming resources.

"We selected Infor Sales Portal because it enables us to deploy a single tool for both internal and external users while tailoring the experience to each group; this will be valuable as we complete the next phase of dealer enablement."

—Steve Terhune, IT director, Plastimayd

641 Avenue of the Americas New York, NY 10011 800-260-2640 infor.com

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