



Unistrut Quoting Implementation

The Objective

Founded in 1959 in Harvey, Illinois, Atkore focuses on delivering value-added solutions to telecommunications, power, cable TV and fiber optic infrastructure markets. As a result, Alternative Solutions was brought in to customize and design a quoting application that would allow Atkore to stay on top of customer demand. This implementation's main objective was to devise an automated solution that would enable Atkore's sales reps to de-duplicate proposals and streamline the bidding process.

Deliverables

The deliverables of Atkore's new Unistrut Quotation Process included the following:

- 1.) The ability to have the entire quoting process in one program interface (quote entries, approvals, etc.).
- 2.) The ability to only enter data one time.

- 3.) The ability to create and sync the opportunity in SF.com based on the input of the quote program.
- 4.) The ability to show profitability by part number as well as overall quote profitability.
- 5.) The ability to auto generate a quote number.
- 6.) The ability to email a PDF copy of quote and archive the file.
- 7.) The ability to feed performance date to SF.com dashboard.

Benefits

The main benefit of Atkore's Unistrut Quoting implementation is the ability to have a one-stop shop for all quoting materials. With this new application, Atkore is able to have constant interaction with all quotes in every part of the sales process. Sales reps and management teams are able to interact directly through Salesforce to achieve the greatest degree



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of efficiency, ultimately resulting in more
business and closed deals for Atkore!