

# Excelsior looks to QuoteWerks to replace outdated DOS application

“ Using bundles and the configurator, our estimating procedure has become much more streamlined and efficient ”

## Looking forward with QuoteWerks ..

Excelsior manufacture, supply and install washroom cubicles, laminate partitioning and panelling systems for the building industry and trade. Typical order values are between 5-10k.

Excelsior were using a DOS based estimation program and decided to investigate implementing a software package to make the business efficient and was being constantly upgraded and made compatibility with new operating systems and technologies. After a product demonstration, Excelsior decided to go ahead with an implementation of QuoteWerks, managed by Quintadena.

Bringing a new estimating package into Excelsior had some challenges. However, the ease in which QuoteWerks can be customised and adapted to their business requirements made the transition smooth. Since inception, QuoteWerks is being used by more and more people within the business and has become the basis of job & invoice creation.

Excelsior use the bundle feature which allows users to add a complete package or system in one-click. This allows quotes to be raised quickly, saving double-entry and minimising errors.

**“We’re very pleased with the product, it’s easy to manipulate and customise with excellent product support.” Michael Payne**

### Company Details

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### Company Profile

Excelsior is a manufacturer of cubicle and washroom panelling.

Employs 48 staff in the business, producing an average of 100 quotes per week.

### Solution

Using QuoteWerks with key functionality such as bundles and the configurator  
Quoting, order and invoice management has enabled Excelsior to become not only more efficient but respond faster and improve service levels.

### Benefits

Time savings in overall job management.  
Allowing more people within the business to quote accurately.  
Output documents look consistent and professional.

### Quintadena

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