

Customer: Multiple
Location: Multiple



Problem:

Polycase is located in the Midwest region of United States, but conducts business with customers throughout the world. Working across multiple time zones can present challenges in an on-demand marketplace. For the past several years, Polycase has provided customers with the ability to purchase electronic enclosures directly through our website, at their convenience.

In addition to manufacturing the enclosures, Polycase offers value-added services such as printing and machining on the enclosures. These services require a custom quote before ordering the modified enclosures.

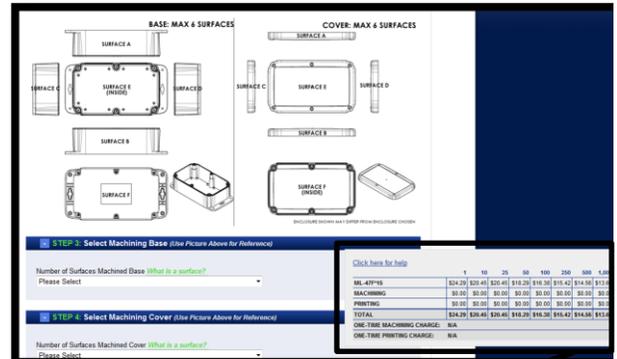
In the past, a Polycase estimator was the only one who could produce the custom quotes. This meant modified enclosure quotes were only available during regular business hours and often carried a 1-2 day turn-around time.

Solution:

Polycase recently introduced a new, innovative online quoting tool that allows users to self-generate a quote for modified electronic enclosures instantly. The tool can be accessed from the website 24 hours a day, 7 days a week. It is simple to use and quotes can be completed in as quickly as 90 seconds. Additionally, anyone can use the quoting tool since no engineering drawings or special software is required to produce a quote.

Result:

With the streamlined quoting process, customers are able to convert their quotes into orders for modified enclosures within a matter of minutes. Additionally, since pricing is available in real-time on the Quick Quote tool, customers can see how changes to the modifications affect cost. And, technical support is still available from the Polycase engineering team should a user have a question about their modifications.



Click here for help

	1	10	25	50	100	250	500	1,000
ML-47F*15	\$24.29	\$20.45	\$20.45	\$18.29	\$16.38	\$15.42	\$14.56	\$13.66
MACHINING	\$65.56	\$6.97	\$3.06	\$1.76	\$1.11	\$0.72	\$0.59	\$0.52
PRINTING	\$70.56	\$7.56	\$3.36	\$1.96	\$1.26	\$0.95	\$0.80	\$0.64
TOTAL	\$160.41	\$34.98	\$26.87	\$22.01	\$18.75	\$17.09	\$15.95	\$14.82
ONE-TIME MACHINING CHARGE:	\$100.00							
ONE-TIME PRINTING CHARGE:	\$100.00							

Highlights:

With an on-demand marketplace, customers need access to products and pricing at their convenience. The new Quick Quote tool provides accessibility and ease to make modified enclosure ordering more efficient.

Benefits:

- Pricing for modified enclosures updates in real-time
- Customers can convert their quotes to orders in a matter of minutes
- Quoting tool and pricing are available and accessible 24 hours a day, 7 days a week