



Costimator®

CASE STUDY

LEGGETT & PLATT®

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The Client

Leggett & Platt®, which pioneered sleep technology when it introduced its bedspring more than 125 years ago, is an S&P 500 diversified manufacturer. Serving a broad suite of customers that comprise a "Who's Who" of U.S. companies, Leggett & Platt conceives, designs, and produces a diverse array of products that can be found in most homes, offices, and vehicles. Founded in 1883, the company is made up of 17 business units, 20,000 employee-partners, and 130 facilities in 19 countries. They continue to infuse their products with their trademark innovation, helping customers enjoy more comfortable lives.

The Problem

Leggett & Platt utilized hand written quotes using formulas before their purchase of Costimator. They then moved on to an Excel spreadsheet, which sped up the process, but not enough to satisfy quote turnaround needs. When dealing with the over 20 different hourly rates that they do, Leggett & Platt found that accuracy of quotes was also an issue with the Excel spreadsheet.

The Solution

Costimator instantly cured any accuracy issues that Leggett & Platt were facing. In the 16 years since their purchase, they have seen substantial company growth due to quick turnaround times and precise quoting. Matt Morrison of L&P's Quoting and Estimating department, says, "The ability to have all of our machines set up exactly the way we use them has been extremely important to us. Using the material library gives us the ability to have accurate and consistent calculations for hundreds of materials. Quote turnarounds have more than doubled, and accuracy has improved by 10-15%." Morrison adds that Costimator is far and away the best estimating software he has ever used. "As a person who started quoting by hand 28 years ago and then used Excel, it is night and day faster, more accurate and it is more consistent from part to part."

