CUSTOM SAFETY PRODUCTS

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CSP Looks to Streamline Once-Cumbersome Processes for Custom-Decorated Products.

Technology startup, CSP, has an ambitious goal: streamline everything about existing quote-to-delivery processes for custom-decorated products. With an initial focus on industrial safety and personal protection equipment (PPE), the company eventually plans to enter other strategic markets which would benefit from its software-as-a-service platform.

Earlier this year, Fastenal, one of the largest distributors of industrial and safety products in North America, began using the innovative CSP Plus™ configuration software. "We selected the CSP platform because we felt it would help make Fastenal even easier for our customers to do business with—and it has done just that, giving us a significant and sustainable competitive advantage," states Paul Quigley, Fastenal Vice President Product Development.

The mobile application lets users create production-ready proofs and quotes in real time using a visual, easy-to-follow program with automated steps. By using an open API, this guided selling tool integrates seamlessly with existing applications, including ERP and CRM software. In addition to making it faster and easier to generate orders, the CSP-Plus platform delivers them more accurately because a single configurator connects all participating manufacturers and printers.

According to Brad Martell, President of CSP, future company plans future expansion into other strategic markets: "We're delighted that Fastenal and others in the PPE and industrial safety market have chosen to sign on with CSP because it shows just how much value this technology can add to existing processes. We're already reaching out to other industries to show them how they can benefit from the CSP-Plus platform as well."

More information about the CSP Plus software-as-a-service platform, including an informative video, can be found at www.csp-1.com.