

Challenge

- There are too many application and difficult to manage
- Need to integrate inhouse quotation system, and shut down some system
- Vendor of Old CRM system was not helpful, especially in service support

Project Objective

- To link up presales for sales process & post sales for service delivery
- To retrieve real-time information in mobile
- To streamline the workflow

Products

Sales Cloud, CPQ

Countries Covered

Hong Kong

Business Benefits

- Number of application reduced with the help of Salesforce, and make it easier for management
- Contract management has become easier and transparent, as different parties can view the customer information in CRM system
- Instant retrieve of information can enhance the operation efficiency