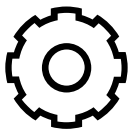# nimbuspoint
salesforce by design

Automating **Business Processes**

A structured **CRM** platform, customisable features and streamlined business process(s) are important drivers for the success of Utility organisations. At **NimbusPoint**, we can simplify, standardise and automate organisational processes to improve the end-user experience and provide critical **Sales**, **Contract** and **Financial** information.
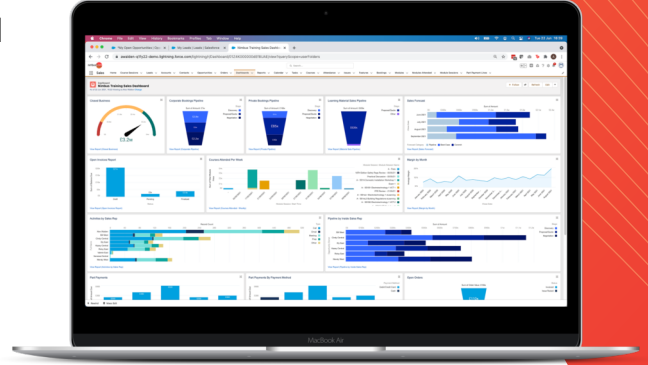
Utility organisations typically face similar challenges across their sector: they use multiple **siloed applications** across different teams, complex **manual process(s)**, time-consuming document generation, and with **no central CRM**, their visibility of new business sales, contract renewals, payment reconciliation and Invoice Prediction is **limited**.

Utility organisations are typically looking for:

Standardised and **Automated processes**

Management of **Multi-site / Multi-Meter** structure

Contract **Renewals** and **Forecasting**

Automated **Payment Reconciliation** and **Financial Insights**

NimbusPoint Solution features:

✓ Manages multiple Sales Process (Tender / Non-Tender)
✓ Manages Multi-Site, Multi Services (Gas, Electricity, Water) & Multi Meter-Points
✓ Contracts & Payment Terms
✓ Contract Renewals & Pricing
✓ Supports Invoice Predictions, Invoice Prediction Variations and Commissions
✓ Supplier Statements Uploads and Payments Reconciliation

To find out more information, call:
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