Biovirtual

CHALLENGES ⌄

Biovirtual faced significant challenges in managing its industrial maintenance sales process. The company relied on Excel spreadsheets to create complex quotations involving labor costs, social security contributions, and service components. This manual process made quoting slow, inconsistent, and prone to human error. Tracking performance across multiple razones sociales was difficult, and there was no unified view of revenue, sellers, or key services.

SOLUTIONS ⌄

SOLUCIONES QUE OFRECEMOS

Sales Cloud **Slack** **Slack Elevate**

BENEFITS ⌄

1 **COMPLETE DIGITAL TRANSFORMATION**
All sales, quoting, and project tracking processes migrated from manual spreadsheets to Salesforce.

2 **REAL-TIME SALES VISIBILITY**
Managers now monitor revenue, service performance, allows to stay synchronized, receiving instant updates about new opportunities, approvals, and project status directly from Salesforce.

3 **70% REDUCTION IN QUOTATION TIME**
Now generates accurate quotes that automatically include labor costs, social security, and materials — saving time and minimizing errors.

MAINTAINANCE

MEXICO

Maple CONSULTING

biovirtual
Servicios Integrales de Mantenimiento