CUSTOMER SUCCESS STORY: AFI EUROPE

"Fewer mistakes, more sales."

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SALES AND MARKETING MANAGER, AFI EUROPE

How Realpad boosted the sales of multinational developer AFI Europe:

- One-click report generation and automated email sending
- Regular project notifications and fewer data entry errors

- Consolidated view of sales data, available everywhere the sales agents needed to be

How did Realpad help Elena achieve these results?

AFI EUROPE WITHOUT REALPAD:

- Customer events were in scattered in different documents
- Sales teams unable to access relevant data on mobile devices or remotely
- Time wasted searching for specific information and data
- Excessive allocation of time for reporting

IMPLEMENTATION PROCESS:

- Realpad customization and integration with SAP duration 4 weeks
- Data import duration 1 week
- Training session with Realpad team
- Implementation fully up and running in 6 weeks

AFI EUROPE WITH REALPAD:

- All sales data automatically synchronised with SAP and client websites
- Report automation saves 10 hours per month per sales manager
- AFI decided to implement Realpad Software in 8 more subsidiaries in other countries