



Sales Proposal Management



Sales & Marketing Productivity Solution

- Increase Sales Volume
- Improve Sales Force Management
- Track Sales Opportunities

Problem Description

A global manufacturer of heavy equipment recently acquired several smaller, geographically diverse firms and needed to implement a system to standardize entry and tracking of proposals.

AIM Solution

AIM met with stakeholders to review requirements and develop system specifications. AIM then developed a data warehouse architecture residing on the corporate production servers and deployed a lightweight PC Desktop client that provided a standard method of proposal entry and tracking that included a suite of custom management reports.

Benefits

Proposal entry and tracking was standardized among multiple locations and provided corporate-wide visibility of proposals regardless of point of entry or distributed processing and manufacturing.

Why choose AIM?

Choose AIM to guarantee a quality project managed by a hands-on project manager, engineer, MBA, with Six Sigma quality credentials and decades of experience not only designing and implementing productivity and management solutions, but using them as a “real-world” professional manager.

Choose AIM to ensure your project does not go over budget. AIM can offer fixed or ROI-based pricing. Over many years and dozens of projects, AIM has never exceeded a fixed priced budget – and never will.

Choose AIM to reduce delays and missed deadlines. AIM eliminates needless layers of management and communication obstacles inherent to traditional project teams.

Choose AIM because you want a partner with both a winning attitude and record that brings a competitive advantage to your team.

How can I learn more?

Contact Chris Kliesmet at **ADVANCED INTEGRATED METHODS**
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