



Sales Quotation Management



Sales & Marketing Productivity Solution

- Enhance Quotation Management
- Provide Sarbanes-Oxley Compliance
- Interface to Salesforce.com

Problem Description

A large industrial products company suffered multiple failures in their legacy quotation tracking system that was integral to their Sarbanes-Oxley compliance process. The problem was compounded by the inability to obtain effective service for the aging system and a requirement that the system interface with their global Salesforce.com CRM implementation.

AIM Solution

AIM engaged in a rapid discovery, development, and deployment project to replace the legacy system in under 30 days along with a schedule of improvements including custom reporting, enhanced On-Time Demand tracking, and an interface to Salesforce.com

Benefits

The legacy system was replaced before catastrophic failure occurred and allowed the client to not only continue critical Sarbanes-Oxley compliance but improve their On-Time Demand performance while increasing corporate quotation visibility via an interface with Salesforce.com.

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**
414-429-9501, chris@aboutaim.com