

Cable Tray Manufacturing Specialist

Zoho Creator & Zoho CRM

● **Project Name:** Niedax Cable Management

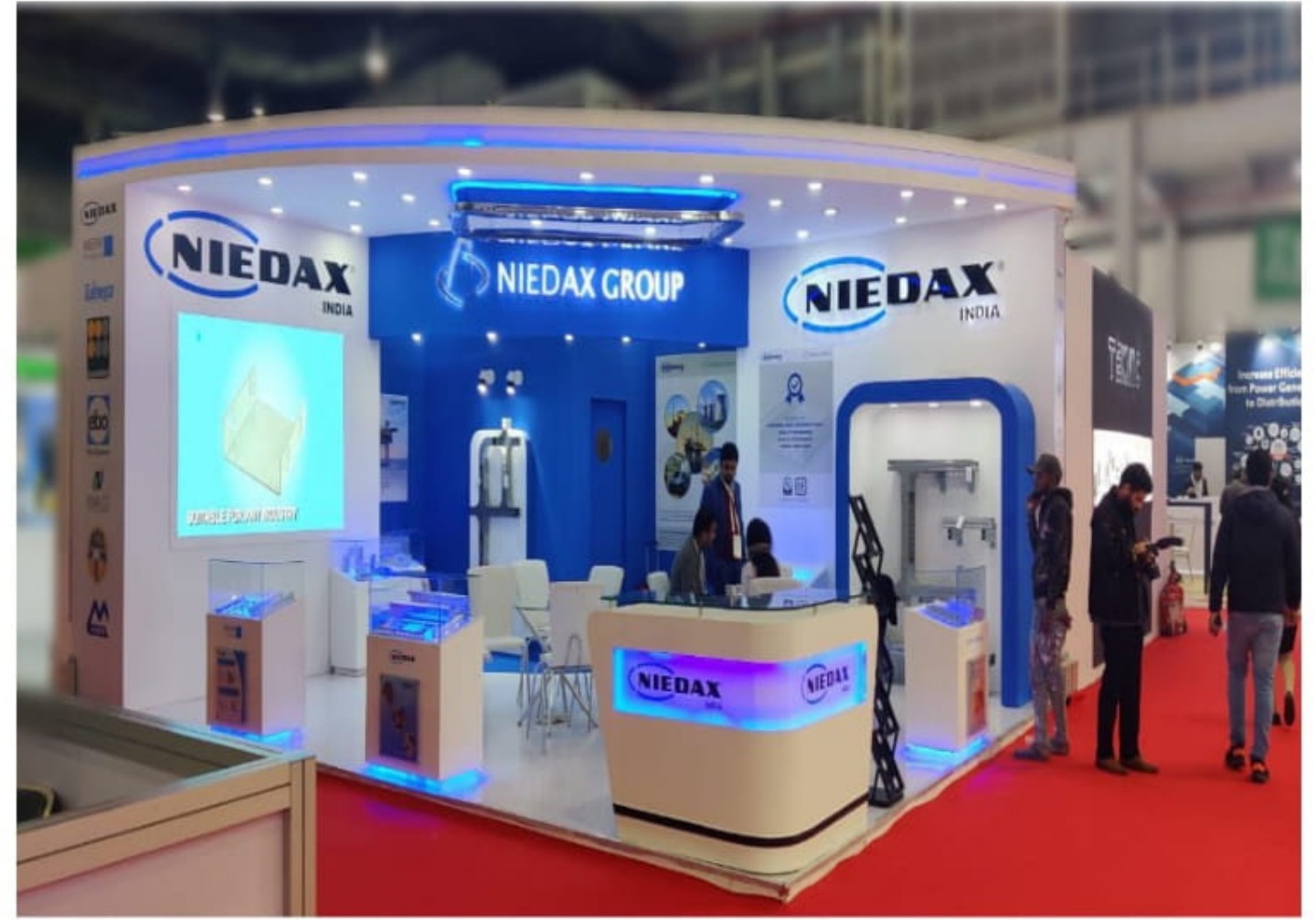
● **Project Duration:** 26 Months

● **Users:** 19

● **Project Scope:**

The implementation of Zoho applications for Niedax Cable Management is focused on integrating a software solution that can govern the organization with Sales Automation & Billing Management. It is focused on simplifying the process of Enquiry Management, Customer Account Management, Business Contact Management, Email Templates Configuration and all the other sales-related tasks. Additionally, a solution to manage all the bulk emails and vendor contacts is also integrated to simplify the related activities.

About Customer



Niedax India is a part of the German-based cable tray manufacturing company, Niedax Group which offers German technology at a cost-effective price. Being a part of a German group, Niedax India is diligently redefining cable management systems through continuous advancement. It offers an Engineered Product with Quality, Consistency and Cost-effectiveness.

Problem Descriptions

The Organization was relying on manual processes such as spreadsheets to manage their leads, sales activities, payments and billing. They were looking for an efficient system to manage all the business activities such as task, events and call management. They were also in need of a software that can handle large numbers of emails and maintain efficiency.

Solution Approach

We have implemented Zoho CRM to provide customers with a range of features to ensure that their business operations are effective and efficient. Various modules like Leads, Accounts, Contacts, Potentials, Activities, and Reports are designed to achieve enquiry management, customer account management, business contact management, email template configuration and product management. By implementing Zoho Creator, we have streamlined and simplified the process of developing and managing inventories, vendor contacts, purchase orders and other related activities. The Zoho Creator platform has been proven to reduce the time it takes to develop custom solutions with its user-friendly interface and powerful tools. We have also implemented a software solution, using which the clients can manage their customer and product master easily. It also helps in creating estimates, sales orders, invoices, and receiving payments. Plus, Zoho Books also helps with creating recurring invoices and purchase orders.

Customer Experience

The shift in technology from manual methods to automation has helped the organization to save time and resources in managing their business. With this implementation, the client is able to streamline their sales activities and leads tracking.

Outcome

We have successfully implemented Zoho applications for the customer to manage their business operations successfully. The solution built is robust and has significantly improved the efficiency and accuracy of the business workflow. The implemented applications come with a wide range of features and benefits, allowing them to automate tasks, streamline processes and improve your overall productivity.

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