



Reference



Freude an Qualität

» "I love PIA!" Said our Managing Director after using our new CRM system for just a few days. «

Hannelore Weidner, Head of Sales & Marketing



Bildquellennachweis: Thomas Fedra / d/v Conference Group



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» To us, the advantages of CAS PIA are clear, we finally have a CRM system which is incredibly intuitive to use and therefore an extremely compelling investment. Now, we can work from different locations and still access data and appointments. This cultivates more professionalism and boosts our sales activities. «

Hannelore Weidner, Head of Sales & Marketing



Industry sector

Academy, Further education and consulting

Requirements

- Implement a web-based and easy to use CRM solution
- Ensure the smart management of your customer and prospect data
- Provide support for different processes in the company, for example, project and appointment management, mail merges, opportunities and marketing campaigns
- Ensure functionality across different locations particularly for the sales activities of the documentation and communication solutions

Benefits and Advantages

- Excellent interaction between possible applications, investments and framework conditions
- Smart features, intuitive operation
- Smooth, easy to use with fast migration of customer data from the current CRM system thanks to systec support
- Productivity significantly increased - employees have all the important information they need at their fingertips in realtime, for example, on prospects, appointments and projects
- Dramatic decrease in the number of e-mails, especially "CCs", because these can be assigned to the customer care team directly in the virtual customer dossier



Project data

- CAS PIA
- Smooth migration of the customer data

Customer

- Qnigge GmbH – Because quality matters, www.qnigge.de, www.gut-ist-nicht-genug.de, www.erkennung-und-wertschätzung.de
- The Qnigge Academy Team supports organizations like hotels, event centers, trade fair companies, clinics and associations by organizing and running individual training courses, workshops and coaching concepts and by introducing further training to ensure continued development in quality management
- Established in 2006

CAS Pia

- Professional customer management
- Supports internal processes, increases efficiency
- Specially designed for the requirements of SMEs
- With an attractive price-performance-ratio
- Software as a Service (SaaS) - only requires a computer and a browser
- Flexible: Access all your data, anytime and anywhere
- Secure: No investment risk, professional data storage

Contact and Consulting



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