



close
your deals

Start with a successful customer management in the office and field service

Sales play a central role in the structure of a company. It acquires, supports and advises customers and interested parties on all kinds of issues. In short, **the sales department keeps the company running.**

In most cases, **sales is the first point of contact a prospective customer has with a company** and therefore embodies the company's values, vision and mission like no other area. In order for sales to be able to implement this task optimally, **the best possible supply of all relevant information** is crucial - everywhere and at all times.

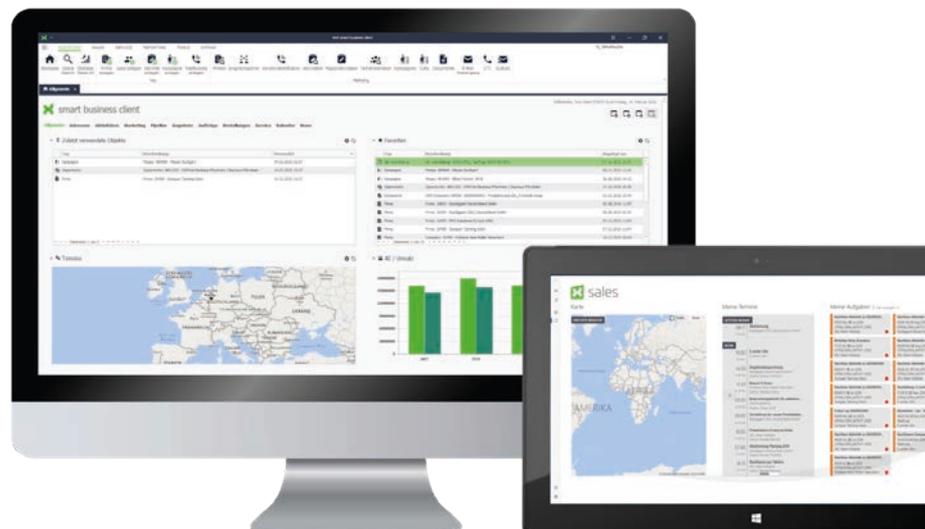
But how do you get sales fully networked with the other divisions of the company?

How can the daily work of sales staff be effectively supported and improved and improved in order to constantly increase the success of the increase?

The **direct integration oitmX sales into SAP ERP ECC and SAP S/4HANA** gives employees central access to all important information - in real time. All this is possible with just one database. The time of redundant and distributed information is over!

The unique user interface gives employees access to the following **SAP information**, among others:

- **Customer and contact master data**
- **Activities (appointments, tasks, etc.)**
- **Opportunities**
- **Documents, but also data from other areas of the company, such as service.**





In addition, **itmX sales** offers other useful functionalities, such as:

- **CTI integration for the connection of telephone systems**
- **MS Outlook/Lotus Notes integrations**
- **as well as graphical weekly planning for field staff.**

All this information is presented in **itmX sales** for two different user groups and prepared in optimized user interfaces according to the respective requirements:

- **The desktop client for the power user who processes many data sets and needs a mouse and keyboard**
- **The mobile solution for the field worker on site who works offline and by touch and pen**

Conclusion: itmX sales supports sales in all areas. From the first customer contact, through the qualification and processing of opportunities, to the conclusion of a contract - whether on the road or at the workplace.

Thanks to its full integration with other areas of the company, such as marketing or service, the solution offers a complete 360° view of all the information that employees need to work successfully.

And best of all: We also offer the familiar **itmX sales** scenario for **S/4HANA**.

At a glance:



**fully
integrated
into SAP**



**cross-
departmental
processes**



**mobile
solution: on
and offline**



This is how your sales becomes a success engine