

# Thank You



CLIENT: Fuel Fix Pty Ltd

WHY DID WE CHOOSE A CRM?

We were seeking the ability to effectively record and track sales activities of the sales team, with a centralised database.

HOW DID ACT TODAY SOLVE THE CLIENT ISSUE?

The main area has been the sales Team for Eastern Australia, currently 4 at present. Through this system I can manage their:

- Daily activities
- Sales opportunities
- Current targets

I can now do this through the centralised reporting function

WHAT WERE THE BENEFITS TO OUR BUSINESS?

We could have used COTS software however we found that ACT! gave us the flexibility to customise. We chose to customise as this was available and provided a few extra benefits.

Previously we would track our sales activities using outlook and word. Now we have an excellent streamlined and centralised system for our sales process.

Jim Heit (Business Development Manager)

"Travis is very informative and knowledgeable. He is really helpful, polite and courteous at all times."