



ORBIS ConstructionONE Dynamics 365 for Customer Engagement

CRM Industry Solution for the Construction Supply Industry

ORBIS CONSTRUCTIONONE
Dynamics 365 for Customer Engagement



ORBIS ConstructionONE

The construction and supply industries are currently characterised by rapid growth. This upward trend is forecast to continue. Investing in process optimisation and faster market development will not only pay off in the current good economic climate, but will also enable faster reaction in tough times.

Both in multi-tiered trading and in building project sales, more reliable and comprehensive information is needed in order to manage sales in a targeted and efficient manner.

You also have to face growing **challenges** on a daily basis:

- ◆ Increasing internationalisation
- ◆ Intensified competition
- ◆ Less product differentiation

- ◆ Price and cost pressure
- ◆ Margin loss
- ◆ Market consolidation
- ◆ Complex decision-making structures
- ◆ Differentiated target group approach to include specialised trade, retail trade, distributors, specialist craftsmen, processors, planners and architects
- ◆ Multiple enquiries and quotes

These are all challenges that can only be mastered by your sales team if they approach the market in an organised, optimised and targeted way.

Our industry solution ORBIS ConstructionONE has exactly this objective. You can concentrate on your core business - the system will support you in your endeavours.

CONSTRUCTION HUB - THE DATA HUB OF YOUR OBJECTS



OUR PARTNERS



CRM for the Construction Supplier Industry

Raise your potential!

With the predefined ORBIS Construction Hub, we guide all potential construction projects through the sales process via various data sources - from the „new Elbe Philharmonic Hall“ to the „standard housing project“. In this way we give you the opportunity to leverage your potential earlier than the competition.

With a standard integration of our partners Building Radar and ibau, plus the possible addition of other tender sources we provide a standardised and, most importantly, a practice-proven approach to designing your sales process in a targeted manner.

„From the first interview with the mayor regarding a new building project, through to the first order for your company“ – the complete process is supported by the system which gives you guidelines for your sales procedures.

ORBIS ConstructionONE can recognise a building project with an architect or planner as a "winning team", by comparing the relationship management data with the data of past successful projects – practical Artificial Intelligence in the sales process!

Strengthen your sales network by leaving nothing to chance and rather being guided by the facts provided by our solution.

How do I manage sales more effectively?

Are you already working in a potential-oriented manner and are you taking the right steps?
Are you already nurturing new customers into key account customers and growth customers?
Do you know which measures and activities will expand your existing customers?

Our ORBIS ConstructionONE solution provides clear and reliable answers to the above questions.

Flexibility and availability

Sales people no longer have to gather a paper trail of information before a sales call and no longer have to carry along physical files and folders.

Today we offer the digital sales folder, which contains all the necessary information in an iPad-like format and can be accessed at any time, regardless of whether you have an Internet connection or not!

Motivation

If we get solid assistance, save time and money and have fun in the process, we can do much more – excellent solutions lead to increased motivation, user adoption and quality!

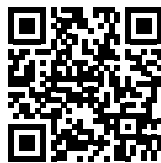
AN EXCERPT OF SATISFIED CUSTOMERS



Contact

Nils Oltenau
Phone: +49 (0) 40 / 3 25 17-402
E-Mail: nils.oltenau@orbis.de

Find out more



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ORBIS AG, Nell-Breuning-Allee 3-5, D-66115 Saarbrücken, Phone: +49 (0) 681 / 99 24-0, E-Mail: info@orbis.de, www.orbis.de

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