



Take one tablet and call me in the morning

Yokohama

**a great product,
and a name
we all know.**



Radial Imports have been Yokohama's sole NZ distributor for many years now, and have seen some good growth during this time.

But when General Manager Wally Outred wanted to take things a step further, he called in Pulse I.T. Solutions.

Wally writes – "After not getting very far with our existing technology supplier, we called in Pulse I.T. due to a recommendation.

I explained to them some of the key frustrations the sales department were experiencing.

An antiquated paper-based system which saw it very difficult to maintain consistency of marketing material amongst the reps. Also the stock sheets, shipment information and daily timesheets being only as up-to-date as the last time that rep was last in the office – and that could be weeks."

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"The team at Pulse came back to me with just the right solution".

The devices

"They proposed tablets for the road based team. That way they could write down customer requests electronically just like using a pen and paper, and allow us to perform presentations to small groups while holding the screen - allowing far more personality and interaction during our presentations. Vodafone Mobile Connect Cards meant our staff were always in touch no matter what part of the country they were in".

The system software

"Using some smart additional features in Outlook, Pulse customized an area for all sales literature, price books etc, making all literature easy to navigate and search within. This solution also meant both the office based and road bases teams had exactly the same material right in front of them, and they didn't have to learn to use another software package".





Easy to use - absolutely.

"All road based sales reps have their sales literature and price books automatically updating in the background while they check their E-mails – couldn't be any easier than that – they're wrapped".

At the end of the day, it's meant that Wally's team have the latest company information that is updated automatically, no matter if they are road based or desk based. That in turn, means a happy team, and more importantly - happy clients.

Key Advantages

- Automatically updating sales literature to all reps, no matter if they are in the office or haven't seen the office in weeks
- Easy to use
- Having up-to-the-minute stock reports and information means clients questions are answered with accurate information on the spot
- Radial Imports are now more efficient than ever before, giving client requests quick turn-around with accurate information

"It's been one of the best decisions we've made for the company this year".

Wally Outred
General Manager, Radial Imports

Call us now, and let us help design the solution that's just right for you.

"Expert Computer Solutions
With No Loose Ends."

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