

CONSISTENT STRATEGY, MEASURABLE RESULTS**Professional Services - Interior Design & Architecture**

worxsolution.com

CHALLENGE

- 20 Employees in 4 locations
- Lots of wasted time
- Using multiple, individualized spreadsheets that were difficult to consolidate
- Forecasting extremely difficult
- Increasing number of missed sales opportunities

SOLUTION

- Centralized CRM
- Intelligent automation and workflows
- Dashboards with personalized user interfaces and task lists accessible on any web or mobile device
- Customized reporting with real time data
- Small group training

RESULTS

2 months to build and implement the solution, results below realized after 9 months.

18% ↑**REVENUE**

- CRM Usage
- Improved workflow

14% ↓**EXPENSES**

- Reduced unbillable time
- Overtime decreased

21% ↑**PROFITABILITY**

- Sales up
- Expenses down

28% ↑**INCREASE**

- Efficiency
- Real time visibility
- Accountability

EXPERIENCE

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We've seen such an improvement in process and sales forecasting by using the WorX Solution CRM. Implementing the CRM has created complete transparency across ID+A and our sales team; it took the guessing out of everything and allowed us to be more intentional and effective in our day-to-day activities.

– Jessica Hardin, Sales Manager