

EveryWare CRM

Offer the best solution, always

SERVICE
HISTORY

ACCOUNT
MANAGEMENT

FORECASTING

ALWAYS &
EVERYWHERE

Every
Ware

REPORTING
CUSTOMER VISITS

CUSTOMER
INFORMATION

ON SITE
QUOTES

MOBILE
EFFICIENCY



Easy to use & intuitive

Your sales people are often in the field visiting customers and prospects. They discover new sales opportunities and translate customer demands into specific solutions. Information is crucial during their visits. What used equipment is available? Does the machine meet customer requirements? When can the machine be delivered? Dysel's easy to use EveryWare solution immediately provides your sales team with the answers to all questions. EveryWare increases your success rate by offering customers the best possible solution, always and everywhere.



Easy to use

Sales people want to enter data easily and fast. With EveryWare they get control over an easy to use system which they will master quickly. Data entry is easy and users are guided through the different menus in a natural way. EveryWare contains multiple standard scenarios to perform some of the most common tasks easily and quickly. Do you have specific business processes?

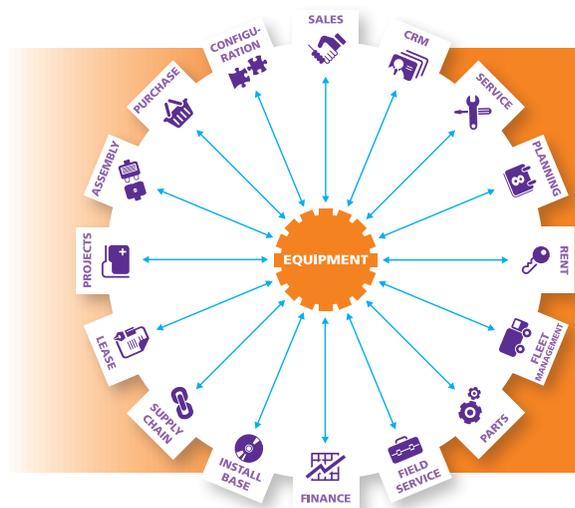
Then we will adjust the workflow and setup. With EveryWare, your sales team will not only work efficiently, at the same time they will find our solution to be very user friendly.

Always and everywhere

Connections to mobile networks might be unavailable from time to time and on specific locations. You do not want your sales people to leave a bad impression because they cannot search, enter or show anything during their customer visits. Luckily, EveryWare works always and everywhere, even without a connection. Even data entry, for example a successful sales transaction, remains possible. As soon as the connection is restored, the data is transmitted to the central system. EveryWare never lets you down.

For all devices and platforms

Dysel imposes no restrictions to your sales people in the communication devices they use. EveryWare runs on all platforms and devices, which means it can be used on smartphones, tablets, laptops, and is compatible with the operating systems Android (Google), iOS (Apple) and Windows (Microsoft). In some situations a mobile phone can be the most convenient to work with, whereas a tablet or laptop might be preferred in case you want to show something to your customers. Dysel has taken this into account in the development of EveryWare and does not force you to choose for a specific platform or device. You can also choose the back office system you want to work with. Of course EveryWare integrates perfectly with our ELC solution, but in combination with other packages we will also make sure you get the most out of your IT environment.



Quick and efficient administration

Working with EveryWare means working efficiently. Administrative tasks of your sales people are limited to the minimum. The simple menu structure enables sales people to rapidly enter sales orders and reports on visits and calls into the system. No more time-consuming and annoying administration tasks back at the office, but easily and fast registration of data and leaving the administrative processes to the system.

Intelligent sales



Forecasting

EveryWare's real time and up to date information combined with your central system enables a detailed sales forecast. Your sales people send information to the back office with one click of a button, giving you the power to create and adjust sales forecasts. Detailed forecasts are useful in estimating your expected turnover and profit, but are also great tools for optimizing your purchasing and sales activities. Sales opportunities are spotted in an early stage and this will prevent unpleasant surprises and having to tell 'No' to your customers.

Planning your sales people

Effective deployment of your sales team is made easy in Dysel's EveryWare. The deployment of sales people depends on the type of customer or prospect, the type of sales person and practical aspects like distance and location. EveryWare takes all these aspects into consideration and helps you in effectively planning your sales team. Are tasks not completed in time? Or does a sales person have a gap in his agenda? EveryWare provides you with the most up to date information regarding your sales team. You can quickly respond to unexpected sales opportunities and your sales people make more visits than ever before.

Equipment Life Cycle™

The Equipment Life Cycle (ELC) solution was developed by Dysel in the early nineties and has been improved ever since. ELC is based on Microsoft Dynamics NAV and focuses on organizations occupied with sales, rental and maintenance of machines and materials. The equipment is at the heart of ELC with connections to all business processes. By storing data on one central location, the information for decision making is directly available. Small and midsize organizations, and even multinationals all over the world are successfully using ELC.

Better informed

Does a customer tell you about a new business unit to be started soon? Or have they recently started a new project? This is valuable information that can result in sales opportunities. The integration of EveryWare with your central system means the whole organization is immediately aware of all recent developments in the field. Your sales people will also benefit from the complete integration with the back office. Did a colleague just sell a machine? Or has a new type of machine arrived? Your sales people are always aware of the latest developments and know exactly how to approach a customer or prospect.

Account Management

Being successful in sales can only be achieved by establishing and maintaining strong relationships with your customers. Valuable encounters from time to time contribute to the strength of the relationship with a customer. All contact moments, such as phone calls and customer visits, are registered in EveryWare and planning for future calls and visits is done automatically. This assures you will never forget about a customer or prospect. Instead, you establish strong relationships that will ultimately benefit your sales results.

On site quotes

When visiting a customer or prospect, a quote might be asked for. How nice would it be if your sales people could instantly generate and propose the quote to the customer? With EveryWare you are able to create on site quotes based on machines and materials you select. You determine the configuration of the equipment according to what the customer is looking for and in a split of a second you have a great looking quote in, for example, PDF size.

Long-term business partner



You are continually looking to improve your processes and efficiencies. Your software should not only support this, but drive your business forward too. When you partner with Dysel, our experienced team will provide you with practical software, practical advice, and committed support to seamlessly match this requirement. This is exactly why we invest so much time in long-term partnerships. Together we will grow and improve your business.

The time of flexible system and industry-specific solution implementation has only just begun. Your IT environment must increasingly keep pace with market developments, as well as legislation and regulation. Our passion and commitment will enable your business to maximize its potential. We are willing and able to meet the challenge of helping you to be more successful. Will you team with us in accepting the challenge?

Dysel 
BUSINESS SOFTWARE


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