

VISIONAIR

Software Vendor Saves Quote Production Time, Improves Accuracy



Company

VisionAIR, Inc.
Castle Hayne, NC
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Corporate Details

Since 1989, VisionAIR® has provided complete, open, and integrated solutions for the public safety industry. VisionAIR provides software solutions that allow agency officials to manage the assets and activities associated with public safety and criminal justice services.

Benefits

- Reduces quote production time by 75%
- Frees reps to focus on selling
- Calculates maintenance, services and travel
- Streamlines opportunity management
- Increases quote accuracy
- Improves morale



Experlogix, Inc.

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VisionAIR, Inc. develops software solutions that equip public safety agencies with the right information at the right time.

Agencies can easily capture, store, access and analyze large amounts of mission critical data in real time. By sharing that information with other departments and jurisdictions, agencies can communicate quickly, make better decisions and address Homeland Security goals.

Challenge

VisionAIR's previous internal quote generation processes were cumbersome and time-consuming. "Since some of our quotes have upward of 50 products, creating a quote was challenging for our team and negatively impacted the time they had to work on other sales-related efforts," says Donna Edwards, manager of Business Systems & Processes. VisionAIR needed the ability to automatically calculate accurate maintenance and implementation services based on quoted products. Additionally, they wanted the capacity to add appropriate levels of travel days and trips based on the calculated implementation services.

"Experlogix provides the level of customer service that every company should aspire to. The team worked with me until I was fully satisfied with the result."

- Donna Edwards, Manager of Business Systems & Processes

Solution

A VisionAIR team reviewed Microsoft ISV solutions and found Experlogix exceeded their needs and provided the best Microsoft Dynamics CRM™ integration. "No other company came close to what we needed," says Edwards. In less than a month, VisionAIR was able to deploy Experlogix to their sales staff. "Experlogix is highly flexible and easy to customize yet provides the ability to apply highly specific and granular rules and calculations to produce the desired result," says Edwards.

Result

According to Edwards "our sales team can now complete a quote in approximately 10-15 mouse clicks whereas the previous quote took hundreds of clicks. The amount of time spent reviewing quotes and correcting mistakes has been reduced 75 percent." VisionAIR also attributes improved morale, quote accuracy, and decreased review and approval time to Experlogix.