



Digitization of sales processes

“E-calculation” at beverage manufacturer

Axon Ivy is used as the central platform for digitizing the sales processes of a beverage manufacturer. Relevant information is made available in the digital employee portal. Complex customer calculations can be generated at the push of a button. This saves time and enables error-free processing.

Challenges

- High individual requirements for sales and calculation processes
- Enormous amount of time required to create a sales customer overview
- Numerous media discontinuities in the processes due to paper and Excel-based calculations
- Increased process effort due to complex release guidelines

Highlights

- Reduction of paper by 100 percent
- Decrease of processing times, error rates and complexity
- Automated creation of a customer overview at the push of a button
- Transparent employee portal with intuitive user interface

Solution with Axon Ivy

- Calculations run through all release guidelines automatically
- Precise task definition and distribution for all participants
- Automated data preparation
- Traceability within the software possible for all parties involved

Reasons for Axon Ivy

- Complete mapping of sales processes (product conditions, costs, contracts, documents) on one platform
- Integration of cross-company processes in existing IT system landscape
- Complete transparency of processes

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