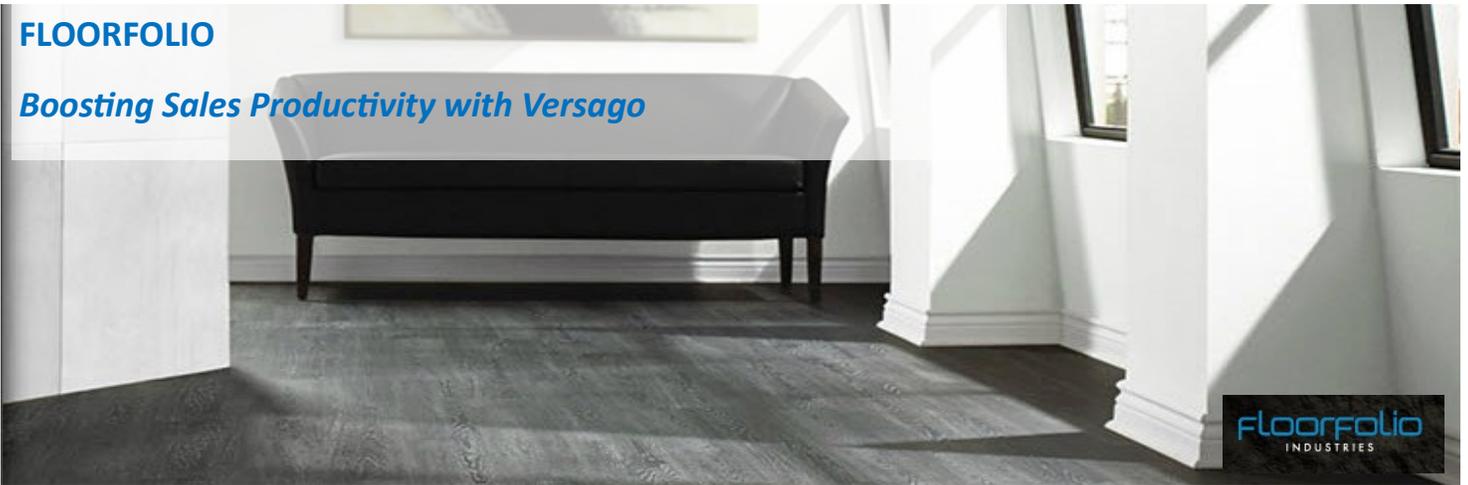


FLOORFOLIO

Boosting Sales Productivity with Versago



Organization

With core values centered around partnerships, FloorFolio strives to maintain products of quality and durability, while also inventing innovative technologies that provide sound solutions for the flooring industry. Offering a vast selection of luxury flooring, FloorFolio is committed to providing their customers a wide-ranging product line that is diverse in style, competitive in price, and most importantly, low-maintenance.

Web site: www.floorfolio.com

Audience: FloorFolio Sales Team

Versago Solution: Sales Portal

Data Sources:



KEY CHALLENGES

- FloorFolio's sales team needed to know what orders were placed during the day so they could contact their customers in a timely manner
- FloorFolio would run time-consuming order reports throughout the day and email the results to sales to provide the information
- The reports weren't in real-time, which resulted in delays
- Sales also needed to view real-time inventory reports while talking to customers on the phone or on-site to determine what stock was available or to offer alternatives, but they had no way to view the information

THE VERSAGO SOLUTION

- FloorFolio created a sales portal using Versago
- The portal includes individual reports for each sales rep showing new orders from their customers
- Versago also provides the sales team with real-time inventory reports

- All of the reports can be accessed at any time from any device
- Order and inventory information is now available as soon as it's entered into SAP Business One

BENEFITS

- Versago provides the real-time information the sales team needs to do their job more efficiently and effectively
- FloorFolio's sales reps now have the information at their fingertips to close more deals
- The sales reps no longer have to call in for the latest information, freeing up more resources
- The reports are easily customizable and new ones can be created at any time

"Versago has freed up our time, enabling our sales team to become even more productive. We've only scratched the surface of what this solution can do so we're looking forward to building more portals for other departments as well."

*Sue Hagen, Executive Vice President,
FloorFolio*