

# Sales **Agility**



Case **Study**  
WATT+VOLT



CASE STUDY

**WATT+VOLT**

WATT+VOLT lead the charge with  
bespoke SuiteCRM solution

**CUSTOMER NAME:**

WATT+VOLT

**CUSTOMER DETAILS:**

Maroussi, Greece

**ORGANISATION TYPE:**

Utilities Company

**EMPLOYEES:**

200+ Employees

**SUMMARY OF KEY BENEFITS:**

- Single customer repository resulting in better contact and relationship management
- Increased efficiency by automating key business processes and data integration workflows
- Enhanced reporting due to single customer and operations database

## Managing Programmes Seamlessly with SuiteCRM

WATT+VOLT are a rapidly growing and profitable Greek company providing integrated electricity and gas services. They are continuously innovating and developing to adapt to the new needs arising internationally in the Energy sector. As part of a major IT transformation initiative, WATT+VOLT required an easy-to-adapt CRM platform that could scale with them as they themselves grow but more importantly, allow them to enhance their customer relationships.

### The Challenge

WATT+VOLT required a CRM system which allowed for a 360-degree view of their customers interactions across multiple channels & systems thus providing single point of reference for users whilst also improving communication and visibility between departments. The CRM system would support WATT+VOLT in streamlining the current processes involved in the day-to-day operations of the business and was seen as a crucial tool to efficiently manage these with a long-term goal of being able to scale with the business' substantial growth.

*“For WATT+VOLT, the success of introducing SuiteCRM as our enterprise CRM can be attributed to various factors, including product flexibility, fit to our needs and agile project execution but, foremost, on SalesAgility’s strong commitment to share and transfer their deep product knowledge with us”*

KOSTAS PETROU, CIO

### Key Problem Solved

SalesAgility worked with WATT+VOLT facilitating discovery workshops with the key stakeholders. Once the requirements were identified as User Stories and Acceptance criteria the SalesAgility team with WATT+VOLT IT team began to develop the key functionality required for each functional area.

- **Centralised System:** Created a single repository for all Customer details and communication across all WATT+VOLT departments with adapted permission levels and custom layouts by field value and permission level.

- **Ticketing System:** Implemented a single system for the streamlining of Customer Case Management, whereby information can be passed along in a workflow manner, in order to avoid silos or bottlenecks.
- **Integrated Solution:** WATT+VOLT required a solution that would easily integrate with other enterprise systems such as telephony and billing systems so that data items such as invoices populate automatically from their billing system into the CRM solution thus enhancing data integration and harmonization.
- **Validation:** SalesAgility provided custom checks such as VAT number validation to validate user input, authenticate customers and enhance data accuracy for implemented workflows.
- **Scalable & Maintainable to meet Future Needs:** SalesAgility partnered with WATT+VOLT's internal IT development teams to train and mentor them on how to configure the system as well as how to modify the solution to meet their future needs.

WATT+VOLT now have a CRM system which is tailored to their unique requirements and delivers strategic benefits.

## About SuiteCRM

SuiteCRM is the world's most popular open source CRM with over 800,000 downloads and an estimated 4.5 million users world wide.

Key features include sales, marketing and service modules. SalesAgility is the driving force behind SuiteCRM and the logical option for enterprises and organisations looking for professional SuiteCRM services, such as migrations, consulting or training.

SalesAgility also offer with SuiteASSURED a total care package for SuiteCRM.

For more info, as well as a free demo, check out: [www.suitecrm.com](http://www.suitecrm.com)