CompuSOFT succeeds on Automating Abatco a Subsidiary of Al-Bin-Ali Group by Implementing SALETEAMS® CRM.

Abatco is the general trading division of AbdulAziz Al-Bin-Ali Group. With headquarters in Dammam – Saudi Arabia, Abatco represents number of companies from Europe, USA, China and is operating for more than 3 decades. Their experience and capabilities extend from power sector to industrial facilities and infrastructure equipments. With a large distribution network all over the Kingdom Abatco leads the market in General Trading Sector.

Abatco chose CompuSOFT to design a system to automate and centralize the sale system of its large distribution network spread in the Kingdom. Abatco along with sales was quite much concerned about purchase, inventory management and its run time count and most importantly gathering on field requirement.

CompuSOFT gathered all their information in order to make sure that a detailed analysis of their processes is done and well drafted. Requirement gathering is the most crucial part in creating a customized and effective solution.

Centralizing Purchase with SALETEAMS® CRM
Abatco’s requirement demanded for accuracy in giving run time count of inventory. Using SALETEAMS® CRM CompuSOFT automated the purchase and linked that with inventory and in the end all of that with Finance. Different Quotations were received from different vendors and were browsed in the system and were evaluated by the purchase manager and is notified via notification alert resulted in calculating total purchases.

Automating Sales along with Product Pricing
SALETEAMS® CRM automated their quotation generation by simple clicks. Abatco’s sales representative just has to sign up the customer and select the product and by one simple click the quotation is generated along with his signature on company’s letterhead in a form of PDF by minimizing the quotation Generation from 10 minutes to 2 minutes.

Completing the Project in 2 major Phase
Implementation is the most critical phase in software business. With SALETEAMS® CRM the implementation was divided into two main phases.

- Front End   - Back End
Front Included the sale, Purchase, inventory and Shipment while the backend included the finance module. “By using SALETEAMS® CRM sales management has become quite easy – I can track all of my team sales by one simple click” Said Nader Necola.