

MOBILY DIGITALIZED ALL SALES AND RETAIL PROCESSES WITH SAP SALES CLOUD



Challenges

- Efficiency in process control and development processes, while sales teams spend their time with customer and their needs.
- Enhanced contract tracking and renewal processes.
- Efficiency in performance and KPI tracking of sales teams.
- Traceability of in-house communication.



Solutions

- SAP Sales Cloud (SFA & Partner Management)
- Commissions
- Inventory Management, Wallet Management, CLM, CPQ, POS



Benefits

- Sales teams are mobilized, B2B & B2C structures are made suitable with local and global systems.
- Increased customer satisfaction with user friendly interfaces.
- Increased efficiency in fulfillment of orders and delivery times.
- Enabled better reporting and analysis for forward strategic plans.
- Provided traceability in cost and revenue of sales activities.



Why NTT DATA Business Solutions?

- Strong working relationship between NTT DATA Business Solutions and the consolidation team.
- Experience of implementing SAP Cloud solutions and own use of SAP Cloud for Customer
- Short implementation duration



Industry: Telecommunication

Products: Mobile Telecommunication Services

Employees: 6382

Revenue: 13 Billion SAR

Website: www.mobily.com.sa

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