

Reference

OCEAN
INDEPENDENCE



» We decided on CAS genesisWorld for couple of reasons, firstly because of the software's flexibility and, secondly, because of the professionalism of sol4 our implementing partner. «

Peter Hürzeler, Managing Director

CAS genesisWorld

CRM + AIA® for small and
medium-sized companies





» We found the close cooperation with sol4 very reassuring, especially during the development of our tailor made CRM system. «

Peter Hürzeler, Managing Director (Zürich)

OCEAN INDEPENDENCE

Industry

Sales & marketing of yachts

Requirements

- Provide centralized data storage for 16 international subsidiaries
- Ensure worldwide access to all relevant prospect and customer data from 50 countries
- Provide sales and document management
- Report and forecast functionality
- Support the management of yacht moorings

Benefits and advantages

- Ensures efficient customer and prospect management by providing clear access to all relevant data at the click of a mouse worldwide
- Enables consistent and methodical international sales processes as well as a well-structured customer service
- Helps to improve the company's identity via knowledge transfer and transparency
- Ensures a systematic approach to customer dialog also via the worldwide broker network
- Secure planning for sales and company decisions using pipeline and forecast analysis
- Provides a chronological yacht dossier containing all activities
- Ensures intelligent yacht management including which syncs with the website

CAS genesisWorld

Project data

- CAS genesisWorld Standard + Premium
- Modules: Form & Database Designer, Report
- Management of the yacht database and management of yacht moorings

Customer

- OCEAN Independence AG, Zürich
www.oceanindependence.com
- One of the largest yacht manufacturing companies worldwide. A full service company covering: ownership to leasing, purchasing and sales as well as managing private or charter yachts.
- 16 subsidiaries worldwide, head office in Zürich
- 95 employees
- CAS genesisWorld
- Professional customer management
- Supports internal processes, increases efficiency
- Specially designed for the requirements of SMEs
- Mobile CRM solutions with CAS SmartDesign for smartphones, tablets and browsers
- Very good price-performance ratio
- Flexible, easy to integrate, extendable
- Established product – winner of several awards
- Over 200 CRM specialists provide on-site support
- CAS products being used successfully by more than 30,000 companies worldwide

Contact and Consulting



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CAS CRM
A SmartCompany of CAS Software AG

www.cas-crm.com