audius

audius.CRM Mobile Sales. The No.1 for Sales and Marketing

powered by Microsoft Dynamics 365

About us.

audius – a brief introduction.

Headquartered in Weinstadt near Stuttgart, audius is one of the most innovative software and IT companies in Germany. Our software portfolio includes Microsoft Dynamics 365 solutions and mobile applications for Sales, Marketing, Service, and Maintenance. audius is a leading provider of innovative, end-to-end solutions, tailored in particular for the production industry, mechanical and plant engineering sector, as well as companies with complex IT structures.

We deliver mobile solutions for data acquisition and M2M communication in the context of Industry 4.0 and the Internet of Things (IoT).

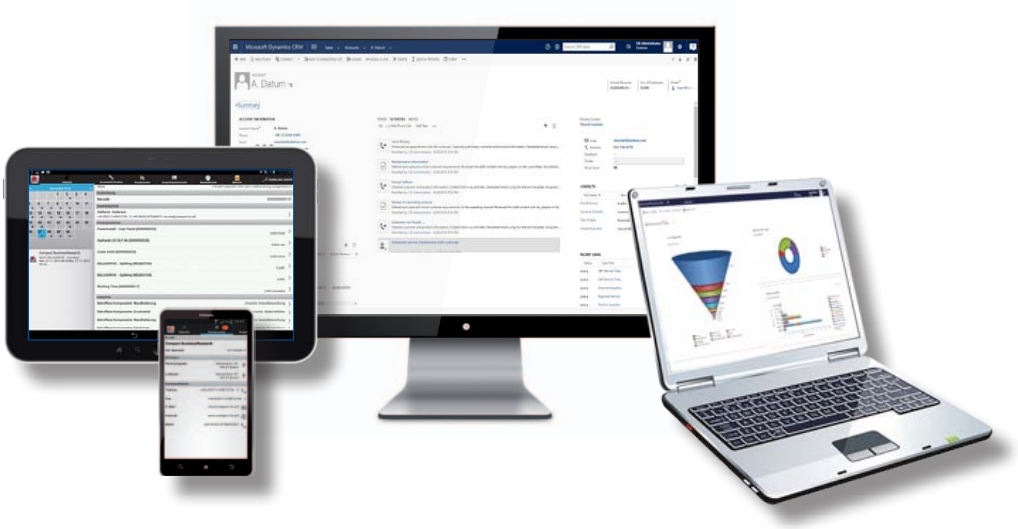
Since 1991, mid-sized companies and international corporations have benefited from the high level of Industry and Technology expertise and certified quality they rely on as audius partners.

Microsoft Partner
Gold Application Development
Silver Cloud Customer Relationship Management

SAP Partner

audius.CRM Mobile Sales

The Innovative Software Solution for Sales and Marketing.



OPEN ARCHITECTURE. Simple integration via standard interfaces to ERP systems like SAP, Infor, Oracle, Dynamics AX, Dynamics Nav and more.

ON-DEMAND CONFIGURATION. No-code, point-and-click configuration enables rapid implementation and easy adjustments. Fastest ROI guaranteed!

CLOUD / ON-PREMISE / HYBRID. Flexible deployment options from audius.CRM Mobile Sales. No matter whether it is deployed in the cloud, hosted by your partner, or implemented directly in your company, audius.CRM Mobile Sales safeguards your investment wherever you run it.

SMARTPHONE, TABLET, LAPTOP, PC. Access to company and contact data, sales prospects, quotations or sales data. Integrated in Outlook or via mobile app. With its intuitive interface, audius.CRM Mobile Sales provides access to all the features and information your employees need – both online and offline. For IOS, Android and Windows 7, 8 + 10.

LICENSING OPTIONS. Depending on your individual needs, can be licensed according to the SaaS model (rental model: pay per user, per month) or on a perpetual basis.

SOCIAL MEDIA. Take advantage of Social Media and share information in your teams and with your customers – using mail, voicemail, or videos based on Skype technology.

audius.CRM Mobile Sales

The Customer Management System of the Future.

audius.CRM Mobile Sales – powered by Microsoft Dynamics 365 – the intuitive, all-in-one solution for Sales, Marketing, and Social Media. Integrates seamlessly into your current IT landscape and ERP systems to help you ensure end-to-end processes within your service organization.

Sales.

Features:

A 360° VIEW OF THE CUSTOMER.

All the information you need, when and where you need it. All customers with all contact partners, sales prospects, and quotations, with associated documents, completed and open tasks, or activities.

It goes without saying that e-mail and Social Media are integrated too.

HOW YOU BENEFIT:

- Short preparatory and follow-up activities
- Improved customer meetings thanks to greater transparency

BOOST YOUR SUCCESS - FROM PLANNING TO ORDER MANAGEMENT

Optimal employee support in every department, including activities and deadlines, lead management, sales opportunity tracking, sales quote management, and order documentation.

Every sales employee can access transparent views of planning, management, and results based on sales areas or revenue targets.

HOW YOU BENEFIT:

- Increased customer satisfaction
- Faster processing
- Lower costs thanks to greater transparency and reduced preparation time
- Constantly available (and expanding) company knowledge base

INTELLIGENT REPORTS.

Recognize trends and examine the quality of your sales and marketing efforts. Comprehensive, centralized data makes both standardized and custom reports possible. Revenue, sales, and other key figures from Business Warehouse.

Countless controlling options, from weekly sales statistics to support for dynamic pivot tables in Microsoft Excel.

HOW YOU BENEFIT:

- Action, not reaction: By recognizing trends early on and reflecting on the quality of your customer visits.
- Continuous improvements in your marketing campaigns

Marketing and Social Media.

Features:

EFFICIENT MARKETING.

Conduct successful marketing campaigns based on fully integrated customer information. Address your target markets with pinpoint messaging using selection tools and predefined criteria.

Assess your marketing campaigns based on response rates and acquired sales opportunities. Allow your sales employees to initiate quick campaigns directly.

HOW YOU BENEFIT:

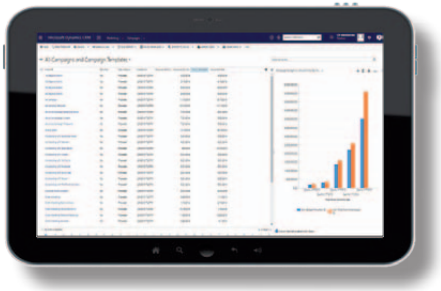
- Reduced wastage
- Increased percentage of successful marketing campaigns
- Optimal cost/benefit controlling for marketing campaigns

WIDE VARIETY OF INDUSTRIES.

Suitable for all industries and any number of users, audius' expertise in shaping sales processes ensures optimal alignment with your business requirements.

HOW YOU BENEFIT:

- Take advantage of expertise gathered from numerous companies and projects in a wide range of industries
- Tap into new areas of business without changing your sales solution provider



INTEGRATION WITH MICROSOFT.

Microsoft Dynamics 365 and audius' 20-plus years of experience – a potent combination. Seamless integration in existing Microsoft applications: both Microsoft Office and SharePoint.

Integration of Skype for Business and Yammer open up new opportunities for team selling and incorporating partners, customers, and other interested parties.

Online version integrated with social networks or forums. Easily incorporates new Microsoft services. The result: All modules work like a single, unified solution.

HOW YOU BENEFIT:

- Preserving your established workflows boosts user acceptance
- A standard interface concept saves you time and money in bringing new employees / team members on board

Mobile Client and Integration.

Features:

MOBILE CLIENT FOR SALES REPS.

All key customer information available in one place. audius.CRM Mobile Sales is OS-agnostic and offers bring-your-own-device support.

Access any relevant customer information within a single application. Processed information available at all times when on-site with customers. Results (including processing and transfers) entered into digital visit reports.

HOW YOU BENEFIT:

- Optimum process support through client with high information quality
- Modern equipment helps sales reps save time
- More time for the actual tasks at hand
- Customers appreciate professional working methods

ONLINE AND OFFLINE.

No network connection needed – thanks to innovative technology, information can be processed anywhere and at any time.

HOW YOU BENEFIT:

- Subsequent data entry not required

INTEGRATION WITH OTHER APPS.

Mobile client can be used to trigger other apps for navigating, character recognition, voice recognition, video communication, and even product presentations.

HOW YOU BENEFIT:

- Optimum support for your sales reps

DEPLOYMENT / ARCHITECTURE.

audius.CRM Mobile Sales is available in cloud, on-premise, and hybrid architectures. Run your own applications in a hosted or flexible SaaS arrangement.

Integration with your ERP system guaranteed by “Application Data Interchange Service” (adis) from audius.

HOW YOU BENEFIT:

- Flexible adaptability to your IT strategy
- Fast and easy integration

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