



Solutions Lab[®]

Nie możesz zarządzać tym, czego nie mierzysz

NEW DIMENSION OF MANAGEMENT

Improve your business results with us!

1. BENEFITS



Can you manage something you can't measure?

Discover the measurable benefits of cooperation with Solutions Lab!

Solutions Lab has developed an innovative and efficient system for managing teams of people working in the field. Thanks to our system, any company has the ability to fully harness the potential and possibilities of its sales representatives, advisors and service staff. Our solution will increase the quality of services provided and contribute to your company meeting its sales goals.

We offer a unique service, which will ensure:

- A realistic view of the company's potential
- Improved financial results thanks to more efficient work processes
- Streamlining of sales via mobile devices
- Repeatability of verified solutions
- Accurate knowledge about the key actions of teams and their effects

2. WHAT WE OFFER:

SOLUTIONS CUSTOMIZED TO YOUR NEEDS

The Solutions Lab offers a process of integrated business solutions unique in the market. We apply a 5-step method to select the appropriate tools to match the individual needs of our customers. No organization is forced to adjust to standard solutions. We develop each component of the sales process to perfectly fit the existing conditions at a given company as well as its strategy and goals.

5 steps to improved business results

Step 1 – AUDIT



Solid diagnosis of the situation is the key to success. Our work starts with developing a company image – the network or relationships and organizational associations. A plan created this way becomes the starting point for in-depth analysis of the company structure and the core competences of its teams and people.

Within our audits, we provide the following services:

- Assessing business processes at the company
- Mapping processes (using BPMN 2.0)
- Audits of short-term and long-term goal pyramids
- Audits of organizational structure
- Audits of motivation systems
- Audits of IT systems
- Audits of the efficiency of existing tasks



2. WHAT WE OFFER:

Step 2 – SOLUTION



A proper analysis of sales problems indicates the direction of individual solutions.

We know how important the various stages of a sales representative's work are for the ultimate success, which is why we provide the company with instruments to simplify the following tasks:

- Planning
- Customer Service
- Sales
- Work Results Assessment
- Data Analysis

Step 3 – TRAINING COURSES



The Solutions Lab-recommended system provides comprehensive solutions to support the company's owners, managers and sales representatives.

Taking advantage of the broad set of features offered by our system will improve work effectiveness and also supply current data required for market management and monitoring.

2. WHAT WE OFFER:

For optimum use of the system's features, we provide the following training courses:

- Implementation – training for individual job groups
- Additional – specialized courses on effective time management
- Periodic – introductory courses for new users and training on new features
- Other – specialized courses on other topics as determined by the audit

We also provide a detailed user manual.

Step 4 – IMPLEMENTATION



The Solutions Lab tool works efficiently in any environment and is adjusted to the possibilities and needs of the company. It doesn't require the purchase of any specialized equipment. Within the scope of implementation, we offer the following services:

- System configuration adjustment to the customer's needs
- Safe and fast servers
- System implementation without interfering with the company's IT system
- Possibility of system integration
- Configuration of the Business Intelligence report and analysis panel (QlikView platform)

2. WHAT WE OFFER:

Step 5 – SUPPORT



The Solutions Lab supports the growth of your business and ensures its safety. Our customers receive a support warranty which covers potential problems that might occur.

This support relates to technical issues and advice in the scope of the system's functioning.

As part of this support, we offer the following services:

- Availability of a dedicated consultant
- Hotline with support and helpdesk
- Software update
- Periodic Executive Summary Meeting for Managers

3. SOLUTIONS

MEASURE AND MANAGE!

See what efficient action means!



New technology provides managers and company owners with efficient management tools.

Managing a team of sales representatives has never been so automated! Many types of documents, like the instructions and reports that take up so much of your advisors' time, can be replaced with a mobile tool with the appropriate application.

Measuring your sales representatives' work effectiveness is quick and easy. At any time, it is possible to monitor the scheduled activities, manage databases, control sales processes and the quality of customer service, generate reports and analyses, and more importantly to receive a clear message whether the business is moving forward or if it needs more effort. A sales representative no longer needs to spend precious time performing arduous work to report their actions and results after returning from a business trip. All reports expected by their superiors are prepared directly after a given visit or in the course of the visit.

3. SOLUTIONS

Planning



The Solutions Lab tool allows you to monitor the work of sales representatives at every stage of the sales process. The direct superior may review and correct the work of a sales representative as early as at the planning stage. Quick reaction based on a schedule of planned meetings generated by the tool increases the chance of achieving successes from the start.

Customer service



The system guides sales representatives through subsequent stages of the sales process. This enables them to properly prepare for customer meetings and to easily complete a report on meeting progress. With a multilevel sales process, it supports the seller in planning follow-up meetings with the customer. The risk that a meeting does not go as planned by the superior or does not take place within the appropriate time is reduced to a minimum. Superiors have a full and detailed image of the frequency of customer visits, as well as the possibility to verify whether the database includes customers who have not been visited by sellers.

3. SOLUTIONS

The Solutions Lab program provides the possibility to:

- Keep track of work history with your customers
- Define the content of customer meeting surveys
- Gather data from analytical surveys
- Monitor the execution of scheduled meetings
- Record the time and place of meetings

Sales

Sales levels and goal execution have always been the key effectiveness coefficients of the previous activities of sales representatives and their managers. The Solutions Lab tool enables representatives to make mobile sales while providing an immediate summary and verification of whether the current plan – monthly, quarterly or annual – has been executed and whether an employee has achieved their goals. In the case of deviations, the tool enables you to accurately pinpoint the places and areas in the sales process where the causes of these lie. Funnel analysis allows you to trace data at any level, as well as efficiently test the effectiveness of actions at each stage of the sales process.



Work results assessment

Our solution enables ongoing supervision over the activities of sales representatives. Their superior may monitor event reporting in real time from any place and tool. This type of interaction allows them to immediately approve or reject reports.

Full awareness of the work of sales representatives provides the manager with the possibility to properly assess a given situation as well as to correct and avoid mistakes. In this regard, the Solutions Lab tool is second to none.

3. SOLUTIONS

Data analysis



Analysis of properly aggregated and updated data is one of the key tasks of every manager. This is a required stage in the decision-making process – both at operational and tactical levels, and later at the strategic level. With Business Intelligence solutions, company managers can make quick and accurate decisions.

The solution we offer is QlikView. This is one of the most popular, comprehensive reporting and analysis platforms used by managers in many countries. Work using the platform enables conducting business analyses independently. The technological advancement is fully integrated with its mobility and intuitive usage.

4. CUSTOMERS

SUCCESSFUL BUSINESS LEADERS

Our solutions in practice

We offer a verified solution used by more and more renowned companies in the Polish market.

The Solutions Lab system offers:

- Competitive advantage (increasing work effectiveness by up to 30%)
- Time and resource savings
- Results satisfaction



5. EXPERIENCE

Solutions Lab – Passion and experience!

The progressing technological revolution is constantly providing us with new possibilities for communication and cooperation. Today, it is clear that dynamic growth of a business is only possible by applying innovative solutions. Companies with courage, who become pioneers in the use of modern technology, gain a huge competitive advantage. And they become leaders in their field of operation.

Solutions Lab provides a new level of quality in sales team management. Our partners receive an exceptional and perfectly tailored tool. As the only company in the market, we analyse the actual characteristics of our customers to be able to propose a solution adjusted to meet their needs. Because of this, we can unlock the potential hidden in every business, even those that are already highly functioning. With simple and intuitive programs, we guarantee that the efforts of your managers to organize work processes and set goals – not to mention their team's execution – will be used to the maximum extent possible. We offer a verified process which translates into improved business results.

We are supported by 20 years of experience in management of the largest companies in the fields of FMCG, telecommunications, media and technology. We are highly familiar with the specifics of company operations and IT systems. We have been operating in the market since 2011.

We look forward to cooperating with you!



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