



# PERRY proTECH increased their **efficiency for administrative tasks** by more than **30%**

## COMPANY NAME

PERRY proTECH

## WEBSITE

[www.perryprotech.com](http://www.perryprotech.com)

## INDUSTRY

B2B Office Technology and Services

## EMPLOYEES

260+

## BOYUM SOLUTIONS

B1 Usability Package, B1 Print & Delivery, CRM for Outlook

## FEATURED PARTNER

Konika Minolta / Allcovered

Perry ProTech, established in 1965, is a business supplies and equipment company offering a wide range of services including multifunction printers and office products, document storage and retrieval, networked systems and managed print services. They serve thousands of companies of all sizes in a variety of industries including financial services, health care, manufacturing, education, telecommunications and utilities.



### Customer Challenges

- Manual processes that negatively affected our efficiencies.
- Administrative staff suffered the most from shortcomings in current functionality as they were often the users that needed to make up for the lack of functionality.



### Solution

- Full integration with the SAP platform, transparency and scalability.
- B1 Usability Package (B1UP) allowed our staff to put in place solutions that assisted all users.



### Results

- Provided easy access to a wide range of data that was previously distanced from the task the user was performing.
- Increased the efficiencies of our sales staff by utilizing CRM for Outlook.
- Boyum dashboards are a critical success factor. We have developed about 30 of them for specific user groups.

**"BOYUM PRODUCTS ALLOWS OUR STAFF TO PUT IN PLACE SOLUTIONS THAT ASSISTED ALL USERS AND GET THEM THE INFORMATION THEY NEED, WHEN AND WHERE THEY NEED IT"**

John Swalwell / CTO