



CASE STUDY

The Company:

DoubleDigit Sales grown to become a leading sales and sales management training company since 2000. Their custom learning solutions for sales leaders and salespeople continues to evolve to stay close to our clients' needs.

The Challenge:

DoubleDigit Sales (formerly Fusion Learning Inc.), a leading provider of Strategic Sales Training services was faced with numerous manual spreadsheets and reports to track project profitability and collect time and expenses. This led to extended month-end processing and duplication of work.

The Solution:

WebSan implemented their Cloud Dynamics GP solution for Professional Services organizations, which included Dynamics GP Project Accounting linked to a web-based fully-integrated time and expense portal. The reporting available from Dynamics GP, combined with the 24/7 uptime availability of Dynamics GP and the portal, has transformed DoubleDigit Sales' back-office into a streamlined machine. Information is readily available, with instant drill-down capabilities into Project Profitability. The Time and Expense portal's simple-to-use interface ensures that all employees track their time and expenses accurately and management isn't wasting time "chasing" the project managers for reports.

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"No longer do we have different systems. We have one system. That one system contains our information, our data, it is our system that allows us to run the business efficiently and effectively"

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***-Kevin Higgins
President, DoubleDigit Sales***