



 **LionO360**

**Improve Team Synergy,  
Collaboration and Increased  
Sales with LionO360**



A market leader in the prepaid and payments industry was facing challenges with keeping consistent operations in the face of an ever-changing competitive landscape. LionO360 was able to increase this company's sales and improve team synergy and collaboration.

## The Client

For 25 years, this client has been a market leader in the prepaid and payments industry. They've built and maintained a data infrastructure that supports global commerce, offering solutions that reach their customers around the world. They utilize a large field representative organization to accomplish the company's goals.

## The Problem

Top management was facing challenges in overall operational visibility and wanted to cater to one of the largest prepaid wireless providers in the world. They needed a complete solution to support their overall customer relationship management and internal operations.

## The Requirements

The client needed their solution to have specific features.

- Scalable
- Reliable
- Easy to Use
- Low Cost
- Real-Time



## The LionObytes Solution - LionO360 CRM

Soon after the client started using LionO360 CRM, they began receiving visibility into every aspect of their operations. They can now easily assign territories for their large field force, including real-time reporting from the field. They can also cater to a diverse set of accounts, getting real-time feedback and act accordingly. LionO360 CRM is also helping to create an overall performance management system to help increase the client's efficiency and productivity.

### Highlights of LionO360

- Higher scalability
- APIs to integrate with other business-critical applications
- Better alignment across the business and increased sales

### How It Works

Ben, a field rep, checks in at a local customer in Atlanta, Georgia and inputs his visit data. Back at headquarters, Luke verifies Ben's visit on the team's timeline and leaves some feedback. Ben then receives a notification from Luke and responds directly. Martin checks his team's performance to see how store visits have impacted sales and takes informed actions.

### The Results

By using LionO360 CRM, the client was able to improve team synergy, collaboration, and increased sales.

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**to improve your team synergy.**