



One space to
manage your business



Case Study of a business getting value out of myworkspace...

Mailpost (mailpost.com.au)

Highly distributed direct mail, print & distribution organization.

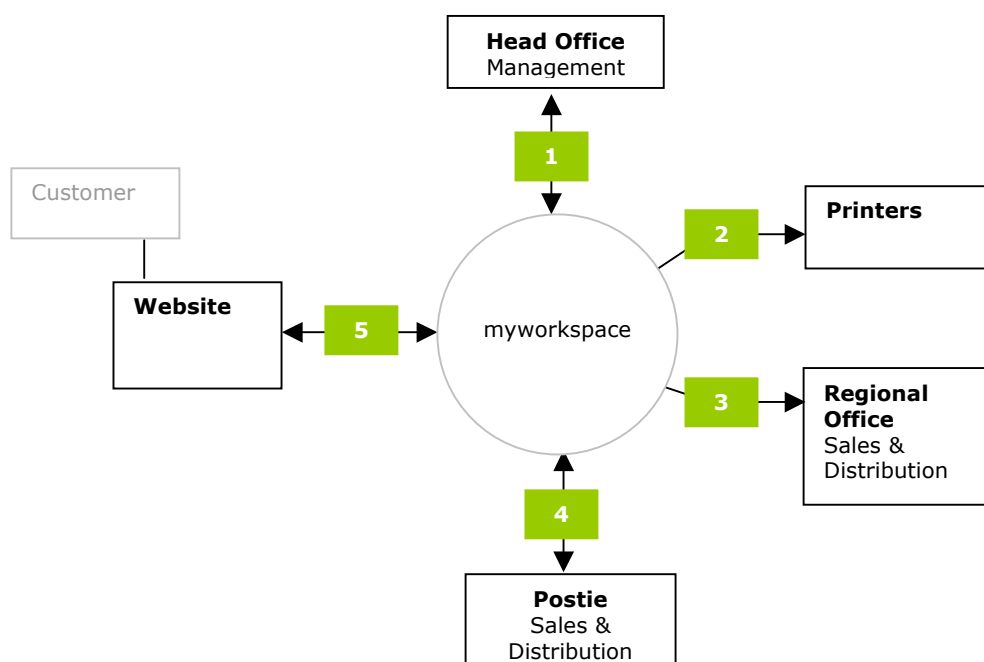
To succeed in a highly competitive space, Mailpost needed a highly integrated business and order management system, starting with initial interactions with the customer through to delivery and accounting.

Key myworkspace Components Used...

- Manage customers & activity
- Orders
- Website
- Collect enquiries
- Email
- SMS
- Dashboards
- Relationship Manager Security
- Distribute orders
- Manage performance
- Polling
- Manage product commission
- Accounting
- News
- messenger / Blog

How it works

See following page for more details on each of the interactions.





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1 Head Office

- Manages orders
- Records opportunities, follow up actions
- Business performance / Dashboards
- Commission calculations
- Accounting
- News

2 Printers

- Supplier orders for the printing requirements (brochures)

3 Regional Office

- Sales management
- Distribution management
- Manages orders

4 Postie (Distribution)

- Access to contacts (customers, prospects)
- Can log activity/actions
- Enter orders/sales
- Receive supplier orders for distribution.

Using myworkspace|express they can access information on their mobile phone, PDA, iPhone etc. Ensuring they, and the other parts of the business, have the most up to date information.
