

## CRMD-HSO WIN WIRE: Advanced Business Systems (ABS)

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| <b>Customer Details</b> | With over 35 years of local market experience, Advance Business Systems offers clients the best products, services, solutions, & experience the industry has to offer. As Southwestern Ontario's largest supplier of document management equipment & supplies, ABS takes pride in providing customized business solutions to companies and customers. |
| <b>Project Type</b>     | Microsoft Dynamics 365 Sales Support  |
| <b>Industry</b>         | IT  |
| <b>Deal Users</b>       | 10 Users  |
| <b>Problem Solved</b>   | ABS was already using Dynamics 365, but it was not adequately supporting their business. CRMD-HSO was called in to modify the platform to increase productivity for the Sales team.   |
| <b>Solution Sold</b>    | Dynamics 365 Sales Support  |

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| <b>CRMD-HSO Team</b>  | David Cooper - Senior Sales Executive                       |
| <b>Microsoft Team</b> | Dan Mennie - Microsoft Business Applications Channel Leader |



### CRMD-HSO TEAM



David Cooper

### MICROSOFT TEAM



Dan Mennie

