

# 客戶成功案例分享

Case Study of Kintone

## 全球IT服務供應商 Global IT Service Provider

將顧客資訊與銷售資料連結至Kintone以集中管理，從而清楚掌握銷售進度。當所有報價和會議紀錄都實時顯示在同一平台，就可以迅速作出更準確的決策。銷售案例亦在短時間內增加了15%。

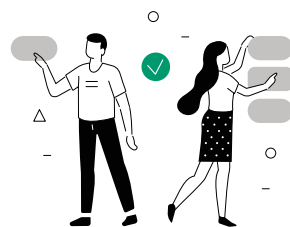
Link customer information and sales data to Kintone for centralized management, gaining a clear overview of sales progress. When all quotations and meeting records are displayed in real-time on the same platform, more accurate decisions can be made quickly. Sales cases also increased by 15% within a short period.



## 市場研究及諮詢服務供應商 Market Research & Consultancy Service Provider

不但價錢合理，而且很容易就建立了一個屬於公司的系統。Kintone可以無限新增多個「應用程式」及「交流空間」。無需編碼，非常簡單快捷，給我們更大的自由度去修改程序，從而降低運作成本。

Not only is the price reasonable, but it is also easy to establish a system tailored to the company. Kintone allows unlimited addition of "applications" and "spaces". No coding is required, making it very simple and quick, providing us with greater flexibility to modify processes and reduce operational costs.



### Kintone助你提高團隊合作效率，並建構更緊密的客戶關係

Kintone helps you improve team collaboration efficiency and build closer customer relationships

專屬的客戶關係管理方案滿足你所需。  
全球超過30,000間企業都已經使用Kintone協助管理業務。

A dedicated CRM solution meets your needs. Over 30,000 companies worldwide have already been using Kintone to assist with business management.

### 行業包括 Widely utilized in diverse industries



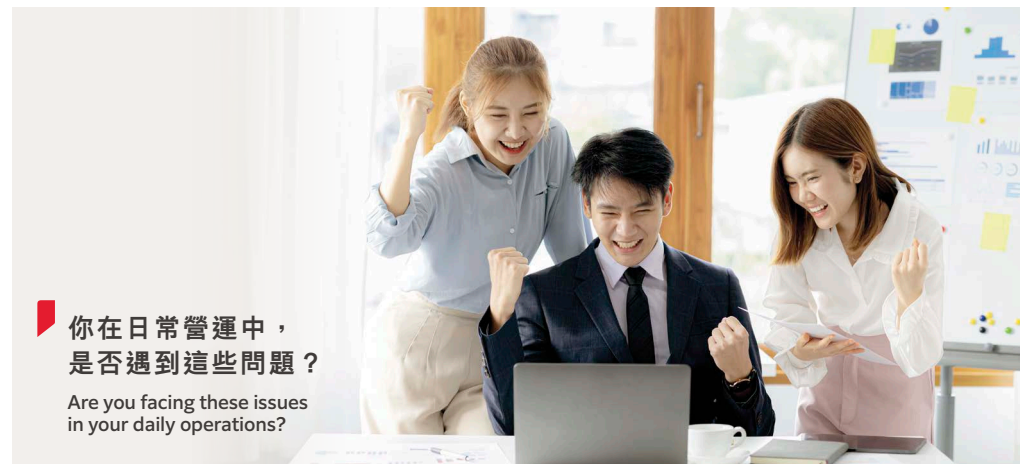
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Contact Us



# Kintone

## 營銷管理必備工具

A Powerful Tool for Sales and Marketing



你在日常營運中，  
是否遇到這些問題？

Are you facing these issues  
in your daily operations?

### 銷售業務管理及客戶關係管理 Sales Operation and Customer Relationship Management

業務數據分散  
Unorganized and isolated  
business data

難以追蹤銷售商機及結果  
Difficulty in tracking sales leads  
and results

編製報告費時  
Considerable time required for  
generating reports

### 報價流程 Quotation Process

手動輸入出錯率較高  
Higher risk of errors  
with manual input

消耗大量時間準備報價  
Significant time consumed  
in preparing quotations

需要從多個平台檢索數據  
Need for retrieving data  
from multiple platforms

# Kintone令工作變得更輕鬆！

Kintone Makes Your Work Easier!

## 銷售業務管理及客戶關係管理方案 Sales Operation & Customer Relationship Management Solution



在單一平台上管理客戶和產品資料、銷售商機和訂單  
Manage customer and product information, sales opportunities and orders on a single platform



追蹤及自動化銷售流程，並管理銷售預測  
Track and automate sales processes, and manage sales forecast



將資料轉化為圖表，與團隊共享  
Convert data into charts and share with the team



## 好處 Benefits



集中管理，不同團隊能有效率地共享資訊  
Centralize management, enabling efficient information sharing among different teams



提升顧客滿意度  
Enhance customer satisfaction



提供更全面的業務資訊，輕易了解進度和成效  
Provide comprehensive business information for easy understanding of progress and effectiveness



無需編碼即可自訂應用程式，操作簡易  
Operate with ease and customize applications without coding

## 報價流程方案 Quotation Process Solution



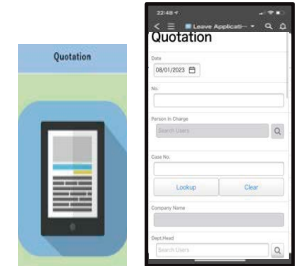
連接業務數據（例如客戶和產品資料），以便參考和檢索  
Connect business data including customer and product data for reference and retrieval



設置審批流程和條件，當達至預設條件，系統將會自動完成審批  
Set up approval processes and conditions, and the system will automatically complete approvals when predefined conditions are met



標準化報價格式、條款和條件，更可自訂多種範本，滿足企業的特定需求  
Standardize quotation formats, terms and conditions, and customize various types of templates to meet specific business needs



## 好處 Benefits



簡化報價流程並提高生產力  
Streamline quotation processes and increase productivity



減少人為錯誤  
Reduce human errors



確保資料完整及統一，提升公司企業形象  
Ensure data integrity and consistency, enhancing corporate image

