RunE2E: Creating a Collaborative Environment with SAP® StreamWork®

Value-added reseller RunE2E LLC required a simple interface to facilitate internal communication and collaboration in support of sales activities such as pipeline tracking, revenue forecasting, and customer-facing projects. The SAP® StreamWork® application proved just the ticket, providing an on-demand, software-as-a-service approach that allows RunE2E's business users to readily share documents and collaborate on decision making.

Increasing collaboration and efficiency

Keeping all team members working in sync

Objectives

- Provide account managers with an inclusive, transparent way to manage the internal sales pipeline
- Manage projects involving external customers more effectively, tracking all work and decisions in one place
- Increase collaboration and efficiency
- Deploy a collaborative, online solution to unite people, information, and methods for collecting feedback, brainstorming, strategizing, and building consensus

Why SAP

- Positive experience with SAP® solutions in the past
- Unique solution for pipeline management

Benefits

- Total visibility into group projects resulting in improved pipeline tracking, revenue forecasting, and sales processes and more effective project planning
- Better-managed customer-facing group activities with shared access to current information
- Alerts and activity streams for keeping all team members in sync

"SAP StreamWork provides a great work-group and collaboration tool set. It brings order to the chaos of managing group projects involving multiple internal and external parties."

Robert Bailey, Founder and Principal, RunE2E

Company
RunE2E LLC

Headquarters
Alpharetta, Georgia

Industry
Professional services

Products and Services
Integrated IT consulting, workforce, and technology solutions that support business intelligence, customer relationship management, human capital management, and cloud consulting

Employees
50

Web Site
www.rune2e.com

CMP18712 (12/03)

Copyright/Trademark | Privacy | Impressum