



# Improving Responsiveness with SAP® Hybris Cloud for Sales



**Sapours Technologies  
Pvt. Ltd.**

Pune, India  
<http://sapours.com>

**Industry**  
Professional services

**Products and Services**  
Software services and  
consulting

**Employees**  
60

**Revenue**  
Rs 3.15 crores (US\$488,000)

**SAP® Solutions**  
SAP® Hybris® Cloud for  
Sales solution

To equip its sales team with the best tools available, Sapours Technologies deployed SAP Hybris Cloud for Sales. Now it has a user-friendly solution that has improved lead management, made data more transparent, empowered sales to make informed decisions, and enabled greater responsiveness to customer needs.

## Before: Challenges and Opportunities

- Improve management of customer leads from a sales perspective and provide a basis for future growth
- Increase visibility of reporting
- Eliminate the use of inconsistent spreadsheets and the need for manual input in terms of reminders, follow-up, and reporting

## Why SAP

SAP Hybris Cloud for Sales offering the best cloud solution for current and future business needs

## After: Value-Driven Results

- Enhanced user experience thanks to an intuitive interface
- Better tracking of sales leads
- Increased employee morale
- Greater productivity with anytime, anywhere data access in the cloud
- Improved transparency and visibility of data

**“SAP Hybris Cloud for Sales not only supports seamless transactions but also offers our sales team a user-friendly interface and rich functionality that provides anywhere access, allows them to act decisively, and gives them an edge.”**

Dominic Pereira, CEO, Sapours Technologies Pvt. Ltd.

SAP Hybris (v)

20%

Improvement in positive leads

15%

Increase in customer acquisition cycles