

HOW MANUFACTURERS *can* MAXIMIZE SALES IMPACT *through* CHANGE

THE WORLD *of* MANUFACTURING *is* EVOLVING *at* WARP SPEED

We're in a new era of growth, disruption, and innovation. Amid fierce global competition and increasing pressure on companies to embrace new technologies, customers today demand transparency and personalized engagement – anytime, anywhere.

Changing workforce dynamics



Connected tools and processes

Rising customer expectations



Deeper long-term relationships

Increased global disruption



Optimize agility & responsiveness

AT THE SAME TIME, MANUFACTURING, AUTOMOTIVE, AND ENERGY COMPANIES FACE TREMENDOUS CHALLENGES AS THEY ATTEMPT TO NAVIGATE AND RECOVER FROM THE GLOBAL COVID-19 PANDEMIC.



48%

report global operations are impacted



35%

face supply chain disruption



20%

anticipate decline in global auto sales



10%+

estimated reduction in global oil demand

RESILIENCY *and* RECOVERY EMPOWERED *by* QUIP *for* CUSTOMER 360

Quip for Customer 360 helps manufacturers meet short-term needs during times of crisis while developing long-term value for the future.

Quip transforms CRM processes so teams can make faster decisions, create connected customer experiences, and communicate seamlessly across their supply chain.



EMPOWER AND EQUIP REMOTE TEAMS TO MAINTAIN BUSINESS CONTINUITY



Real-time collaboration tools help minimize business disruption by improving information flow, allowing remote employees to respond quickly in a rapidly evolving environment. With Quip, cross-functional stakeholders can simultaneously collaborate around issues in real time. Capture real-time communications, share CRM visibility and context, and work safely and securely together.

STRENGTHEN DISTRIBUTOR RELATIONSHIPS TO ENSURE BUSINESS STABILITY



Build stronger distributor relationships and trust through real-time collaboration and visibility. Track and discuss pipeline, inventory, opportunities, and scorecards within a shared collaborative workspace to ensure mutual alignment and accountability around strategy, operations, demand needs vs. supply levels, logistics status, and more. Easily communicate with partners and keep essential lines of business operational at all times.

DEEPEN CUSTOMER RELATIONSHIPS TO BUILD LOYALTY AND GROW REVENUE



Nurture strategic customer relationships with a centralized, always up-to-date view of account performance, key stakeholders, influences, buying patterns, price book, whitespace analysis, and more. Leverage live bi-directionally synced Salesforce data to deliver personalized experiences that build loyalty and open the door to new revenue-generating opportunities down the line.

LEARN MORE *about* HOW QUIP *for* CUSTOMER 360 CAN TRANSFORM CRM PROCESSES

TAKE A GUIDED TOUR

