



COMPANY NAME

A2SI

WEBSITE

A2si-soudage.com

INDUSTRY

Sale of welding equipment

EMPLOYEES

15+

BOYUM SOLUTIONS

B1 Usability Package, B1 Print & Delivery

FEATURED PARTNER

ERT Intégration

A2SI improved the timeliness of sales order processing at all levels with B1UP & BP&D

Since 2009, A2SI offers a full range of products and services for industry. The company aims to distribute and offer industrial supplies related to welding and cutting. A2SI rents welding equipment: welding machines, accessories for the protection of the welder, suction torches, regulators, torches and portable electric tools. They are an authorized ESAB distributor and sell spare parts and used equipment .



Customer Challenges

- Information system was aging, required several re-entries, and it was difficult to evolve it.
- Difficulty to adapt the information system to the new requirements requested by their customers.
- Commercial department was affected by the challenges.



Solution

- Ease of configuration and a vision of what can be done during the project.
- Addition of additional buttons and data control processes with automatisms in document inputs and editions.



Results

- They were able to see very quickly in pre-sales the power of the solution.
- Productivity in the sales department and better control of information with the addition of fields and shortcuts in the entries.
- Improvement in customer relationship.

"WE APPRECIATE THE CONTROL OF INPUTS AND THE ADAPTION OF SCREENS TO THE NEEDS OF USERS WITHOUT HAVING SPECIFIC DEVELOPMENTS. BOYUM PRODUCTS ARE VERY GOOD AND ADAPTABLE TO MEET OUR REQUIREMENTS."

Franck Mantione / Managing Director