



Quadric

Dynamics 365 Sales

About Quadric

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- Microsoft Project online

For over three decades, Quadric has developed a dynamic, diverse and contingent construction methodology that has successfully seen delivery of some of the leading edge designed interior projects within the fit-out, refurbishment and joinery space. With headquarters in Brisbane, Quadric has delivered projects for a range of high profile clients from commercial office fit-outs and complex structural rebuilds to building extensions and shop fit-outs.

Quadric has successfully delivered projects across QLD, NT, NSW and has capacity to deliver across the broader network of Australia.

Microsoft
GOLD CERTIFIED
Partner

Midmarket Solution Provider
Software Development
Web Development
Server Platform

Apache
com.au

Client Challenge

Quadric were looking for a way to improve management of their tender process and project delivery. They had considered a number of options and decided to partner with Apache and implement Dynamics 365 Sales.

“We were looking for a partner with the product knowledge and experience to understand our business requirements and guide us on our journey,” said Ben Scott, Managing Director at Quadric. “Apache ticked all of the boxes. Their focus on Dynamics 365 Sales offered us an opportunity learn from their experience with other organisations of a similar size.

The analysis phase of the project enabled a full understanding of the existing tender process at Quadric. It also identified challenges with the current process and opportunities for improvement.

Configured entities, workflows, attributes and application integrations were created to define and automate the entire tender process.

A custom entity was created to manage the tender process with a series of forms and milestones. The entity captured critical tender information including tender interactions, activities, documents, contracts, variations and staff involvement.

A series of custom reports and dashboards were configured to provide management with required operational and financial information accurately and in real-time. The Dynamics 365 Sales mobile application ensures information is accessible, accurate and available for activity updates anywhere and anytime.

The solution was successfully rolled out Australia wide over a period of 3 months and now provides visibility at all levels to management and sales professionals.