



Let's Solve

Case Study

Improved Sales with LTI's
Sales Effectiveness & Partner
Collaboration Platforms for
Medical Products
Manufacturer



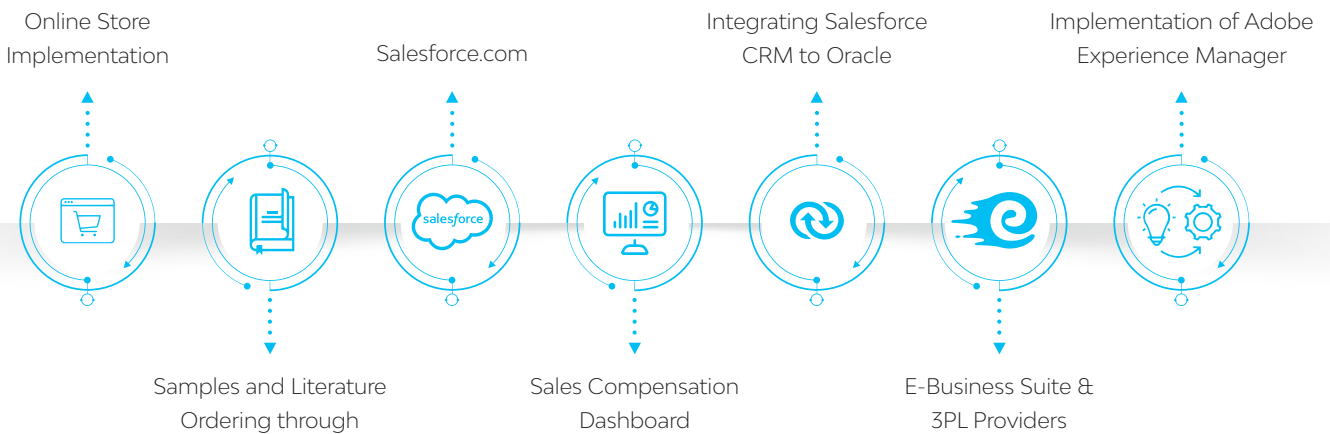
A Larsen & Toubro
Group Company

Client

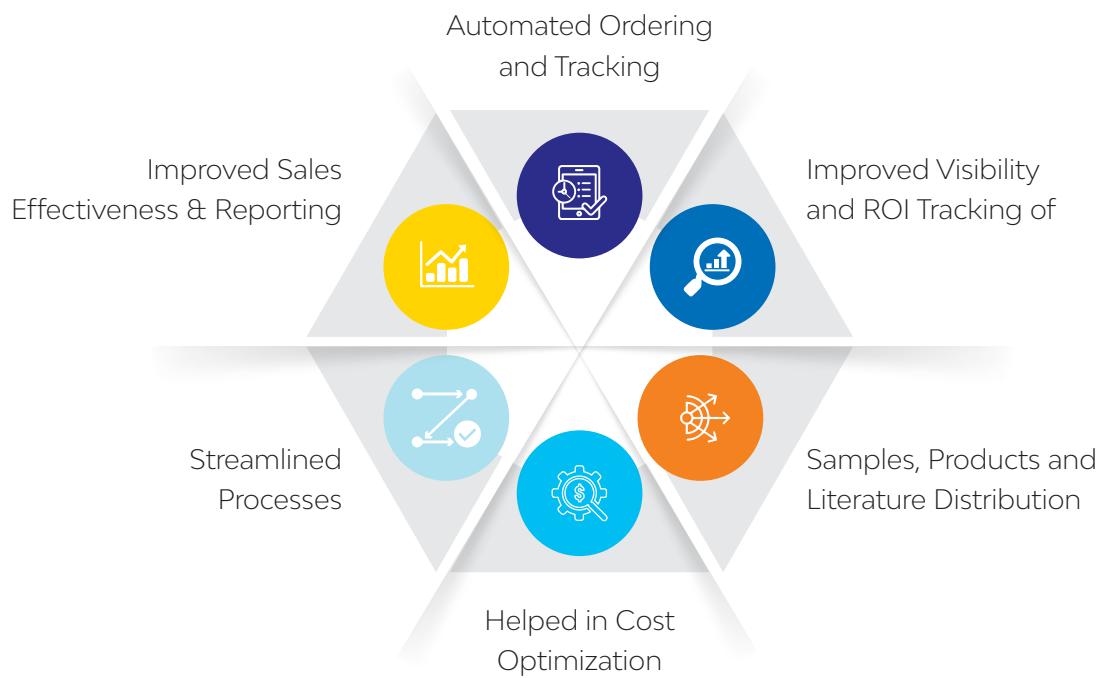
The client is an award-winning Medical Devices and cutting-edge Cloud-based Software Applications company. It creates solutions to better diagnose, treat and manage Sleep Apnea, Chronic Obstructive Pulmonary Disease (COPD) and other chronic diseases.

Challenges

The client wanted to improve the overall sales effectiveness of its workforce, by better territory management, sales call planning, ordering of samples literature, and lead & opportunity management; followed by appropriate incentives/compensations. The client also wanted to improve its online presence, and collaborate better with its partners for Return Merchandize Authorization Process, Payment Process, and Integration with Third-party Logistics Providers.



Business Benefits Delivered



LTI (NSE: LTI, BSE: 540005) is a global technology consulting and digital solutions Company helping more than 300 clients succeed in a converging world. With operations in 27 countries, we go the extra mile for our clients and accelerate their digital transformation with LTI's Mosaic platform enabling their mobile, social, analytics, IoT and cloud journeys. Founded in 1997 as a subsidiary of Larsen & Toubro Limited, our unique heritage gives us unrivaled real-world expertise to solve the most complex challenges of enterprises across all industries. Each day, our team of more than 24,000 LTItes enable our clients to improve the effectiveness of their business and technology operations, and deliver value to their customers, employees and shareholders. Find more at www.Lntinfotech.com or follow us at @LTI_Global