

SUCCESS STORY

WE DON'T JUST DEVELOP APPLICATIONS
WE DEVELOP POTENTIAL — YOURS!

Challenge

Provide a personalized report to each salesperson in a large sales force without overwhelming the accounting department personnel

Solution

Write a program to import data from the sales database into Excel, divide it up by salesperson and email the workbook directly from Excel

Results

The salespeople are able to stay on top of their numbers and achieve their revenue targets without shutting down the accounting department near month end

TRAIN USING REAL PROBLEMS — GET REAL RESULTS

A large medical device company recently took advantage of I Get It! Development's custom training services to help their accounting group build daily revenue reports by salesperson and automatically email each report to the appropriate salesperson and their manager. Not only did they learn Excel VBA, but they automated a critical process in class!

Challenge

The company's IT department regularly downloaded a comma-delimited report of sales data from its ERP system. The data was unusable in its raw format and yet it had to get out immediately to salespeople in the field. Before using Excel and Outlook VBA to automate the process, the in-house team had to do it all by hand:

1. Copy and paste thousands of rows of raw data into Excel
2. Sort by salesperson
3. Re-copy and re-paste the data into separate Excel worksheets by salesperson
4. Insert totals by rows and by columns for products and customers
5. Send out separate emails to each salesperson.

All this had to be done regularly — toward the close of the month, daily. It was a tedious process that took valuable hours away from more important activities.

Train Using Real Problems Get Real Results

Employees need training — software is constantly changing and job requirements are always evolving too — but traditional classroom training rarely applies directly to current issues at work. Translating imaginary classroom examples into useful skills is a very difficult task — especially when work is piling up! You don't need to get behind before you can catch up. Take advantage of custom training from I Get It! Development to work on real problems in real time and get real results.

I Get It!® Development

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“ The project that I did for our class is so popular... the salespeople want to keep up to date near month end and our program makes it possible without keeping me from doing my real job! ”

Solution

The group considered outsourced application development to solve the problem, but that seemed like overkill — surely this was something they could do themselves. But VBA programming wasn't part of their core skill set.

They wanted training; they knew they needed it, but it was tough to justify the expense. In the end, the group took advantage of customized training to make sure they got exactly what they needed to solve their specific problem.

I Get It! Development tailored a 6-session course in Excel and Outlook VBA for the team. The course content was completely focused on helping the attendees learn to use Excel and Outlook VBA to build the daily sales revenue reporting process. The result was an automated process that took the raw ERP data, converted it into reports by salesperson, and emailed them out — in seconds.

Results

This fast and accurate reporting saved the in-house team hours in mundane repetitive tasks. In addition, this automated process allowed the sales team to better achieve their revenue targets. All in all, the custom training provided great value, targeted results and an immediate return.

Traditional classroom training has fallen short of the expectations of today's corporations. The material in canned courses is too general to be of short-term use and too easily forgotten to be of long-term use.

When students work on the issues that directly concern them, they get immediate benefit and long-term retention. Use I Get It! custom training to increase the return on your training dollars.