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USE CASES

SOME BEESY USES CASES

Executive Managers to manage the Executive Committee and their strategic plan

Directors for a global vision of their business

Sales managers for a complete and structured vision of the sales team activity, support their efficiency and customer management

Communication department for managing editorial calendars, sharing schedules and workloads...

Human resources for the management of recruiting campaigns, the management of profiles and individual interviews ...

Facilities manager for the management of field visits and project management

Project management for the management of project steering committees, stakeholders and all action plans with their deadlines

Construction managers for the management of their land operations, site reports, project participants and timing

Universities to improve the efficiency of the management team

...

SALES TEAMS

PROBLEMATICS

- Roadmaps / business strategy tracking
- Sales representatives goals follow-up
- Managing the efficiency of sales staff
- Traceability and follow-up of customer meetings

> " With Beesy, my sales reps can attend one sales meeting a day
>
> E. Gonzales, Customer Experience manager
> RENAULT SUISSE

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BENEFITS & SOLUTION

TIME SAVED: + **1** meeting/day

- **A complete and structured vision of the activity for the sales teams:** meeting minutes, management of action plans, decisions and risks, monitoring of progress between 2 client/agency **meetings.**

- **Business strategy implementation:** Modeling of strategic programs, monthly roadmaps, sharing with teams. Real-time dashboard of program/roadmap progress.

- Accompaniment of team efficiency with process standardization and capitalization on best practices: customer meeting model, customer project model...

- **Save time with complete automated team activity reports: an aggregated view of all action plans in real time sorted by person, client/concession/agency, date, urgency, region, etc.**

- And to know that: Customer visits have been carried out, the sales strategy has been followed, all the action plans of the different customers have been mastered...

- Access to all information even while on mobility

CONSTRUCTION TEAMS

PROBLEMATICS

- Sync all stakeholders
- Harmonized site reports/ land reports
- Easier to manage priorities
- Monitor the progress of action plans and projects, even while on the move
- Control and share all the decisions and information in real time.
- Record all tasks easily anywhere and anytime

> " With Beesy, The time required to create a meeting minute is halved.
>
> F. Bidarra, Directeur De Travaux
> EIFFAGE

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The time required to create a meeting minute is halved

- **More efficient meetings with automated follow-up:** Save time with automated meeting minutes, action plans extracted automatically.

- **Stakeholder Management:** A real follow-up and a complete history of the planning of the subcontractors. Global view of the progress of all the intervening parties in real time. Subcontractors follow-up in 1 click

- **Risk control and analysis:** Monitoring and compliance with deadlines and action plans. Continuity of information and mobile accessibility to all contextualized and updated data. A management of its priorities, data, documents or photos and data simplified, even in mobility.

- **Modelling of standards and procedures**

MANAGEMENT TEAMS

PROBLEMATICS

- Monitoring of strategic plans
- Animation of steering committees
- Crisis anticipation
- Team Motivation and Goal Sharing

> " A tool that has changed my life at work giving me serenity and productivity, one step ahead!
>
> P. Souyris, CEO at Insitut de Genech

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BENEFITS & SOLUTION

TIME SAVED: + **30** mins/day

- **Management of the Executive Committee:** meeting minutes, management of action plans, decisions and risks, monitoring of progress between meetings.

- **Monitoring of strategic plans:** structuring of objectives with associated programmes and important milestones, sharing with teams. Real-time monitoring of progress.

- **Faster decision making:** Real-time dashboard of progress on objectives. Rapid identification of risks

OPERATIONAL TEAMS

PROBLEMATICS

- Coordination and alignment of plans & objectives
- Meeting Management
- Email management
- Activity reporting
- Team management

> " With Beesy, reporting on my Business Unit went from 1 week to 4 hours.
>
> J-P Piques, Global Product Line GM
> HONEYWELL

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BENEFITS & SOLUTION

Time for REPORTING divided by 10

- **100% operational meetings:** meeting minutes, management of action plans, decisions and risks, monitoring of progress between meetings. By the end of the meeting, information is already sorted and actions assigned, no more wasting time retyping action plans after each meeting. In addition, Beesy offers to create its own note or project templates for recurring meetings.

- **Monitoring of strategic plans:** structuring of objectives with associated programs and important milestones, sharing with teams. Real-time dashboard of objectives progress. Risks and issues are clearly identified for all employees, deadlines are controlled, nothing is forgotten.

- **Employee management:** assignment of tasks in real time, management of matrix organizations, with the sharing of meetings and projects. Steering of cross-project employee action plans.

- **Simplified reporting:** a Dashboard that allows you to keep all your priorities up to date at all times, dashboard views to get the weather for your plans and objectives. A multitude of filters to obtain activity reports by project, person, type of action....