



DPMF improved in the **timeliness of their sales processing at all levels** with B1UP & B1P&D

COMPANY NAME

DPMF

WEBSITE

<https://www.dpmf.fr>

INDUSTRY

Distribution of drilling Products and Equipment

EMPLOYEES

25

BOYUM SOLUTIONS

B1 Usability Package, B1 Print & Delivery

FEATURED PARTNER

ERT Intégration

DPMF is located in France and is part of the Machinery, Equipment, and Supplies Merchant Wholesalers Industry. The company engages in distributing, supplying, letting, and marketing products and equipment for drilling such as casing, geothermal equipment, hammer driller, helicoidal pipes, steel pipes as well as filters, PVC pipes, and exploration driller. Its products are used in activities such as water source drilling, geo-technical survey, soil remediation, and drainage lowering.



Customer Challenges

- Information system was aging. It was difficult to evolve it and adapt it to new requirements requested by customers.
- Several re-entries were required for the information system, and it was often tedious.



Solution

- Control of inputs and the adaptation of screens to the needs of users without having specific developments.
- Addition of additional buttons and data control processes with automatism in document inputs and editions.
- Shortcuts in the entries.



Results

- Ability to see in pre-sales the power of the solution.
- Productivity to the sales department within addition a better control of the information.
- Improved quality of customer relationships.

"BOYUM PRODUCTS PROVIDE EASE OF CONFIGURATION AND A VISION OF WHAT CAN BE DONE DURING THE PROJECT. BOYUM IS A MUST-HAVE TOOL FOR CUSTOMIZING SBO. POWER, RELIABILITY, AND INVENTIVENESS. "

Guillaume Fougerat / Information System Manager