

A visionary market leader

Jesper Touboul, Technology manager
Tina Larsen, Internal sales manager



"As a market leader, KiMs is constantly under pressure to improve its performance. In order to optimise our sales process, we have recently chosen to implement a mobile solution for the whole of our sales force."

"The results speak for themselves: Our sales force now has a complete system that both simplifies their work methods and makes them more efficient. The sales force submits fewer urgent orders as they are able to send the next day's orders right up until the deadline. At the same time there is a reduction in incorrect order entries. It is also now possible to distribute sales material electronically, which is of great benefit to both internal employees and KiMs sales people."

"We have undoubtedly received an effective sales channel, benefiting both customers and employees. This sales channel is based on solutions that will attract the right employees to KiMs and maintain our position as market leader."

KiMs' mobile solution is developed by Microsoft in collaboration with HandStep, Knudsen Consulting, Tectura, Symbol and TDC.

Do you want to know more about mobile solutions?

You can read about other companies that have chosen a mobile solution to automate their work processes and render them more efficient on www.handstep.com. You can also contact HandStep directly on +45 30 38 90 00.



HandStep is the leading developer of mobile solutions which improve effectiveness and customer service. We replace manual, paper based working procedures with electronic and integrated processes. www.handstep.com

Simply Mobile

