



KMS Customer Fact Sheet

Berry Systems



Berry Systems

Berry Systems are acknowledged leaders in the design and manufacture of protection systems for a wide range of commercial and industrial applications. Part of the Hill & Smith Infrastructure Products Group, the company enjoys excellent backing as well as access to a wide range of technology and research sharing.

- Full Supply, installation and maintenance service
- Innovative bespoke design specifications
- On-site consultancy

Key Facts

Project-base installed : September 2005
Number of users : 9 (8 Network, 1 Remote)
Locations : 1

Description of use :

Project-base is primarily used to collate all important information on companies, contacts and projects which are of interest to Berry Systems. Information is logged onto the system and then a series of follow ups/actions are setup and chased to secure business. Project-base allows Berry Systems to monitor and track projects and follow them up as and when required, without missing any key actions. At the point when a project is quoted, all the relevant information is input into Project-base, thus providing a central repository of all current quotations, won jobs as well as lost orders. With this information sales pipeline reports can then be run and analysed.

As all of this information is now held centrally, management reporting, as well as sales pipeline reporting used within Berry Systems sales meetings, can be produced simply at the click of a button. Direct mail to contacts, letters expressing interest on Projects can be communicated with using the in-built mail merge facilities.