



A COMPUTING SOLUTION FOR MANAGING SMALL AND MEDIUM-SIZED ENTERPRISES



CASE STUDY: LLALCO FLUID TECHNOLOGY

OVERVIEW

Country: Spain.

Sector: Distribution of maritime components.

Client profile: Llalco Fluid Technology is a national leader in the distribution and installation of cathodic protection and life and rescue boats for the maritime sector.

Situation: Llalco Fluid Technology managed its goods sales and distribution with various office software.

Solution: With **XML Process Project Management** and **XML Process Invoicing**, Llalco Fluid Technology has standardised its sales and distribution process covering the complete cycle of offers and orders—from client requests to managing provisions with suppliers, and then on to the distribution of the goods' invoice. Moreover, they have centralised all project documentation with XML Process.

Duración del proyecto: 6 semanas.

Advantages:

- Standardising and optimising the sales process.
- Follow-up on operation profits in real time.
- Centralising documents.
- Digitising original documents.
- Service quality.
- Capacity for growth.

“XML Process perfectly complements our concept of business, since it is a comfortable and reliable solution that makes our process easier to work with, minimising the chance of errors and adding quality to our work.”

Mr. Javier Llamas. Sales Manager at Llalco Fluid Technology.

CASE DESCRIPTION:

With the hope of standardising its distribution process for maritime components engineering services, Llalco Fluid Technology has implemented **XML Process Project Management** and **XML Process Invoicing**.

With **XML Process**, Llalco Fluid Technology comprehensively manages its business process. Thanks to the system, all third party documentation is digitised and centrally stored: Order faxes, invoices and supplier invoices.

This tool automatically sends documentation to clients and suppliers: Orders, supply limits, confirmations, offers, etc.

The sales force at Llalco Fluid Technology can access **XML Process** with laptops or handheld devices anywhere with an Internet connection. They also now have a history of all client and supplier communication along with a detailed tracking of each project's stages.

With **XML Process Invoicing**, Llalco Fluid Technology has automated its orders' invoicing process, thus saving time in the administrative process and minimising errors.

XML PROCESS is a product of R2 SISTEMAS INFORMÁTICOS certified firm in quality and I+D+i

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