Qubisoft

Business Process Optimisation and Automation

Accounting Business Expo Melbourne – March 14 & 15 2023 (Booth D31)

What is Business Process *Optimisation?*

Non-Technical Business Process Changes

- ✓ Holding regular team meetings/huddles
- ✓ Changing a project methodology (e.g. Waterfall > Dynamic System Development Methodology)
- ✓ Reduce stockpiling of goods
- ✓ Review vendor contracts

Technical Business Process Changes

- ✓ Introduce a software tool into the business (e.g. Quickbooks, Docusign)
- ✓ Provide sales representatives with tablets
- ✓ Changing authentication methods (e.g. Biometrics, OTP)

Show of Hands

Have you optimised your business processes recently?

Have the changes made an obvious benefit to your business?

Problem Statements

- What is the problem?

- Where does the problem occur and who does it impact?

- Why is it a problem?

- https://www.qubisoft.com.au/solving-the-problem-with-software/

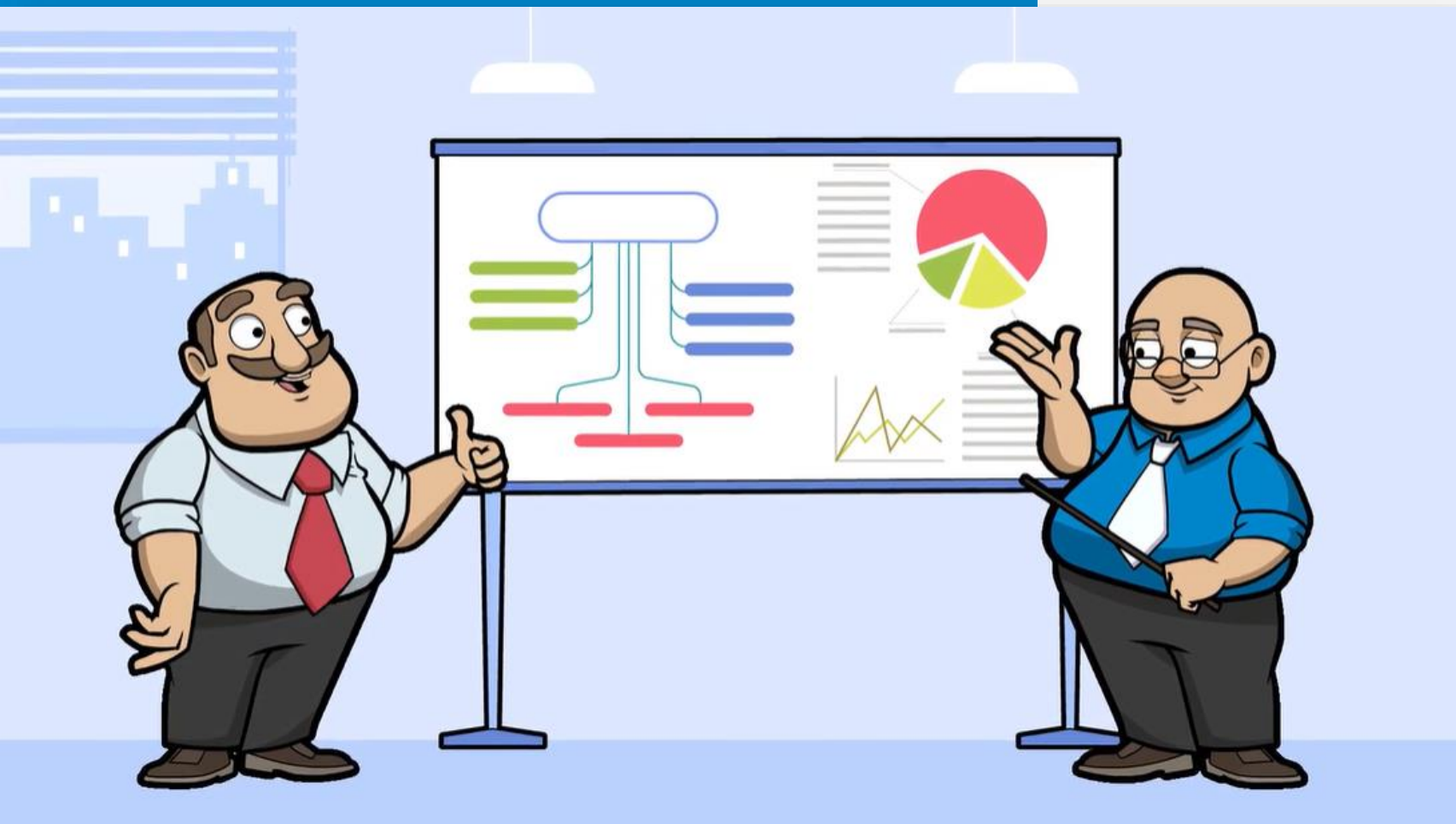# What is Business Process *Automation?*

Isolated Programmed Workflows

- ✓ Microsoft Excel macros
- ✓ Pipedrive CRM automation
- ✓ Single touch payroll (Quickbooks, MYOB, Xero etc)
- ✓ Microsoft Outlook rules

Integration of Multiple Software Systems

- ✓ Combine multiple discrete systems
- ✓ API integration
- ✓ Microsoft Azure Logic Apps
- ✓ AWS Lambdas
- ✓ Data scraping
- ✓ Custom integrations

Teach Me How

PIPEDRIVE CRM

- Technical Business Process Change

- Isolated Programmed Workflows

CUSTOM INTEGRATION

- Pipedrive CRM

- Quickbooks

- Docusign

- DOCX & PDF

Pipedrive

Lead Management
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Increase avg. value of closed deals by 21%*

Reduce the time it takes to close a deal by 46%*

Workflow automation

Manage Invoices
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Quickbooks integration

Streamline the invoicing process so you can create, view and send invoices directly from Pipedrive

Email
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Send, manage and store all your emails right inside Pipedrive*

Workflow automation

Custom Integrations

Connecting multiple systems

👍 **Consolidated Data and Reporting**

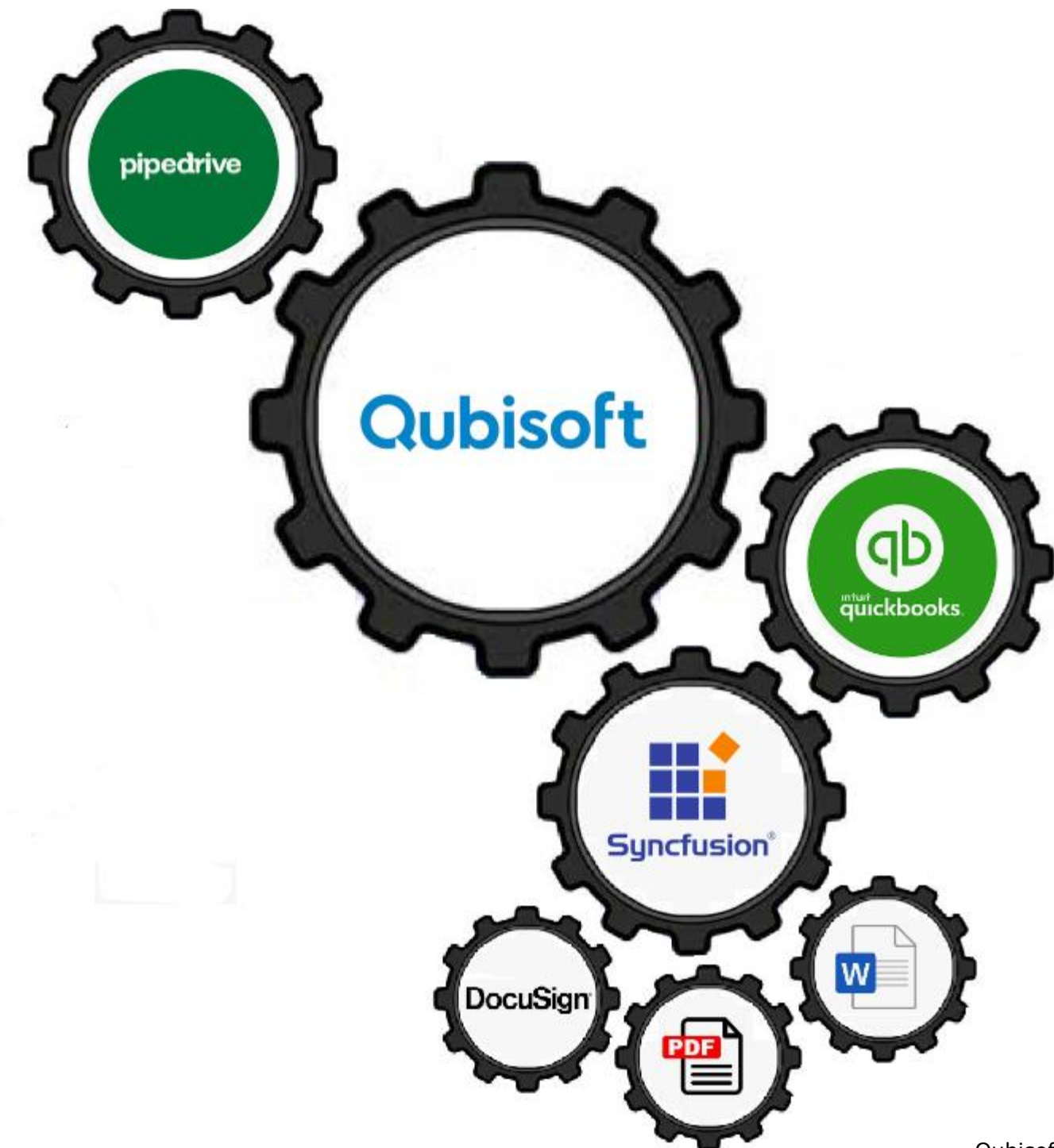👍 **Full Traceability of Data and Transactions**

👍 **Consistent Data Format and Branding**

👍 **Secure, Robust with Error Handling**

👍 **Role and User Based Access Control**

Success Stories

INTELLIGENT SOFTWARE

- Provided sales consultants from residential building companies with an easy-to-use multi-step web form that instantly produced PDF documents for quotes and sales contracts.

- Quoting process reduced from 3 hours to 30 minutes.

- Sales contract production down to 20 minutes from 4 hours.

MYLOCALFOODIE

- Buy Better. Cost Better. Repeat.

- 5 Step Method to Clarity & Control: Buy, Cost, Count, Link, Report.

- Full traceability of data & transactions within your hospitality venue.

- https://mylocalfoodie.com.au

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Update your details using our portal

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Questions?

Qubisoft

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