

A blue-tinted photograph of a boxer in a ring. The boxer is shirtless and has their arms raised in a victory gesture. A referee, wearing a dark suit, is standing to the left, also with their arm raised, signaling the end of the fight. The scene is lit with dramatic, low-key lighting, emphasizing the contours of the boxer's muscles and the referee's hand.

Do your best for your customers

OptiAccount streamlines your planning of efforts towards your main customers.

Optimate
A part of  nine altitudes

Smarter Key Account Management

- Smarter handling of your key account plans in Dynamics 365 CRM.

Companies' most important customers are crucial. Increasing demands from customers - also for Key Account Managers and Account Teams - makes a flexible tool and good overview imperative. OptiAccount makes it easy to see whether the Key Account Plan is being followed. With a 'live overview' you can quickly and easily monitor whether the planned efforts are implemented as often as planned.

With OptiAccount you get:



Flexibility when planning efforts

- > With OptiMaps you can easily make a plan for developing customers, with flexible creation of visits, product launches and status meeting, etc.



'Live' overview of Key Account Plan

- > The status of your Key Account Plan is automatically updated when you register a visit or other action on that customer.



Greater success with your sales

- > Give your team the best conditions to maintain an overview so they can retain your most important customers and increase your overall sales.



Data at your fingertips - even in Microsoft Teams

- > OptiAccount is fully integrated with Microsoft Teams - thus it is easy for customer teams to collaborate on a customer/customer group.



Control of who can see what Key Account Plans

- > Shall everyone have access to every plan as part of gamification. Must it be controlled who have access to what? With OptiAccount you decide!



An atypical consulting company

We are called digital troubleshooters - and most call on us when the others who are immediately similar to us are waving the white flag and have given up. Because they maybe look like us, but there is a world of difference. We are a team of competent specialists. Focus is always on your business, goals and terms in building your solution.