

# aMADEUS

## Customer Success Story

Multi-assets management and consultancy company, Switch Management, adopted Delphi<sup>®</sup> to streamline sales processes and power their property management needs.

Built on the #1 Salesforce CRM, offering a lightning-fast interface with tailored experiences, paired with expert-led masterclass training, they have been able to:

- **Optimize sales and business management efforts at multiple locations** for onsite and cluster sales teams
- **Enhance client relationships** by leveraging inquiries and volume contracts for long stay conversions
- **Boost performance** by tracking team productivity with standardized target metrics
- **Gain business insights** through comprehensive centralized reporting and quick view dashboards

*“The team's proactive approach in customizing the system for peak performance, coupled with their commitment to excellence, has led to a system that performs flawlessly in real-time and greatly benefits our business.”*

**Ryan Doyle**  
Group Sales & Business Development Director



# Efficiency gained:

# 50%

**time saved on recurring  
goal setting activities**

Improved transparency and efficiency in productivity reporting by automating team target management and score tracking.

# 70%

**time saved on  
reporting activities**

Centralized reporting and dashboards for consolidating data from multiple sources across properties, providing customized views tailored to each stakeholder.

Image Credit: Switch Management