

How Plieger Transformed Showroom Operations through Mendix

PLIEGER

THE CHALLENGE



Plieger's showrooms offer an opportunity for customers to see and experience products before deciding to buy them. However, their manual process for creating quotes for clients caused them to only meet a few customers per week. This slow system produced a difficulty in turning customer's showroom visits into sales.

THE SOLUTION



Plieger leveraged Mendix's rapid development to build an app that speeds up the quote-generating process. In only a few months, using the Agile method, the app was ready for use.



30mins to generate quotes



Centralized product data



Automated quote generation in PDF and email



6 MONTHS
for app delivery



2000+
quotes generated since the app launch

“The customer should have a PDF in their mailbox with the complete quotation before they leave the store. The business proposal is to give employees a lot more time back, reduce mistakes, and make it easier for the customer to review.”

Mendix Consultant

Want to revolutionize your business' efficiency?



Contact us and we'll guide you through the process!

KEY POINTS



1

Integration & Real-Time Syncing

The new app synced with Plieger's product information system every 2 minutes, fetching data for over 150,000 products and 50,000 installers. A real-time data retrieval and a CSV import ensured automatic updates with essential information for quotes.

2

Improved Accuracy and Automation

The app automated product recommendations and centralized data, ensuring quotes were accurate, reflected real-time product availability, and included dynamic pricing based on customer type. This eliminated manual errors and sped up the quote delivery process.