

Reduce Field Operation Times By Half

A Fieldproxy Case Study



Société BiC

A CASE STUDY

*Why A 75+ Year Old Multi-National Company Trusts **Fieldproxy** As Its Field Service Automation And Employee Management Solution*



OVERVIEW



BiC is a popular multi-national French manufacturing corporation based in Clichy, France, best known for making disposable consumer products such as **lighters, razors and pens**.

They have a history of making some of the finest quality products, made simple, inventive and reliable - for everyone, everywhere.



Naturally, they have a **massive field force** and sales team across Europe, North America, and several parts of the Developing Markets.

Fieldproxy Helped BiC Accelerate Their Field Teams And Make It Easier For These Teams To Coordinate, Automate, And Deploy Operations **Faster Than Ever Before**.

Société BiC

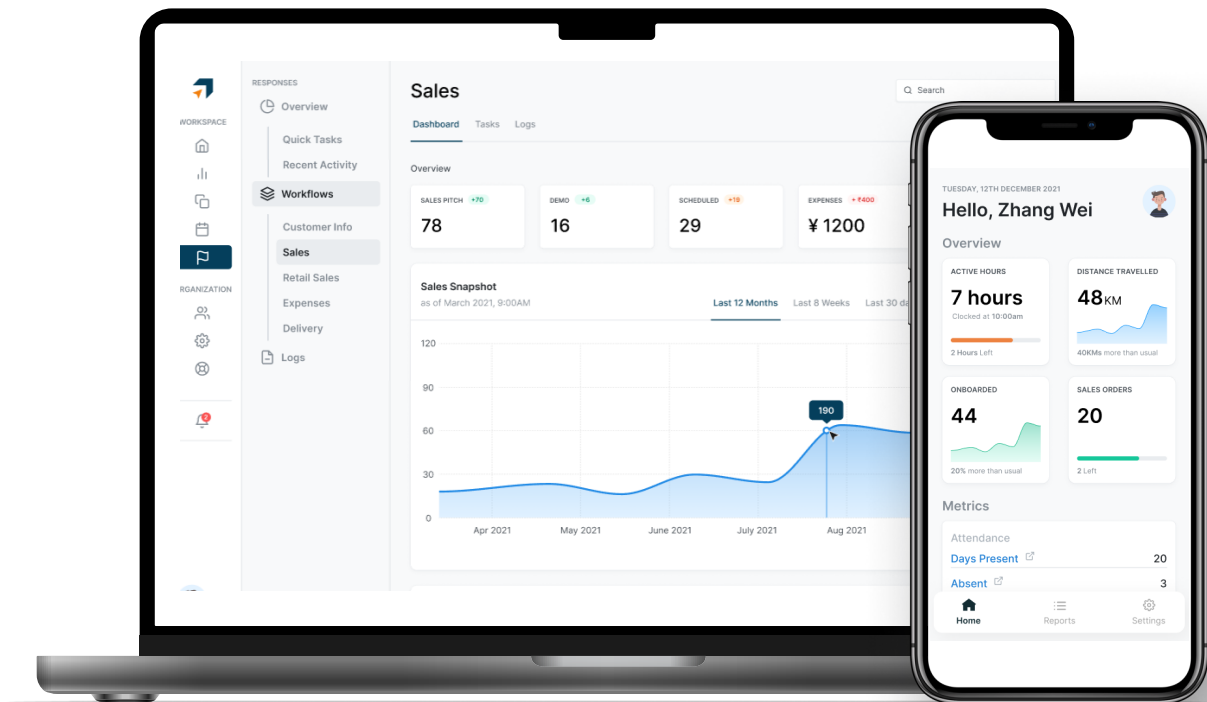
Understanding The Requirement

*To Help **BiC** Carry Out Their Massive Field Operations, We Worked With Them To Understand Their Root Problems And How We Can Solve Them*



We Dove Deeper Into BiC's Organisational Process, Understood Exactly What They Needed, And How **Fieldproxy** Would Help Them Achieve It.

OUR SOLUTION?



Migrate Operations Online

Transferred all of BiC's China operations online on the Fieldproxy app, providing their sales teams to just **login and access past data** with zero to little effort.

Simple Task Allocation

Provided managers to be able to use **geofencing** to allocate tasks to the salesmen closest to the stores

Real-Time Dashboards

Designed **real-time dashboards** enabling managers to view data as soon as their sales team records it from their mobile app.

Merchandising And Order Management

Enabled field sales teams to perform merchandising and **taking down sales orders** from the app, reducing friction between the suppliers and buyers and closing deals faster.

RESULTS



50%

Reduced BiC's operation times by **roughly half** within the first quarter.

Agents recorded on average **35,000 responses** per month on tasks



35k



22%

Increased BiC China's revenue by **22% YoY**, helping them move their operations at scale

CONCLUSION

Fieldproxy's field service automation and field team management solution changes the way business operate. It helped BiC grow their business drastically, enabling them to save time, but generate more revenue at the same time.

And it can do the same for your business as well.



FIELDPROXY

THINK **FIELDPROXY** IS THE RIGHT
FIT FOR YOUR BUSINESS?

Get a **FREE seven day trial**, no-questions
asked, and see how fieldproxy can
transform your field teams today.

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And Our Team Will Reach Out To Clarify
Any Questions You Have.