



## Case Study

# Improved Sales with LTIMindtree's Sales Effectiveness and Partner Collaboration Platforms for Medical Products Manufacturer

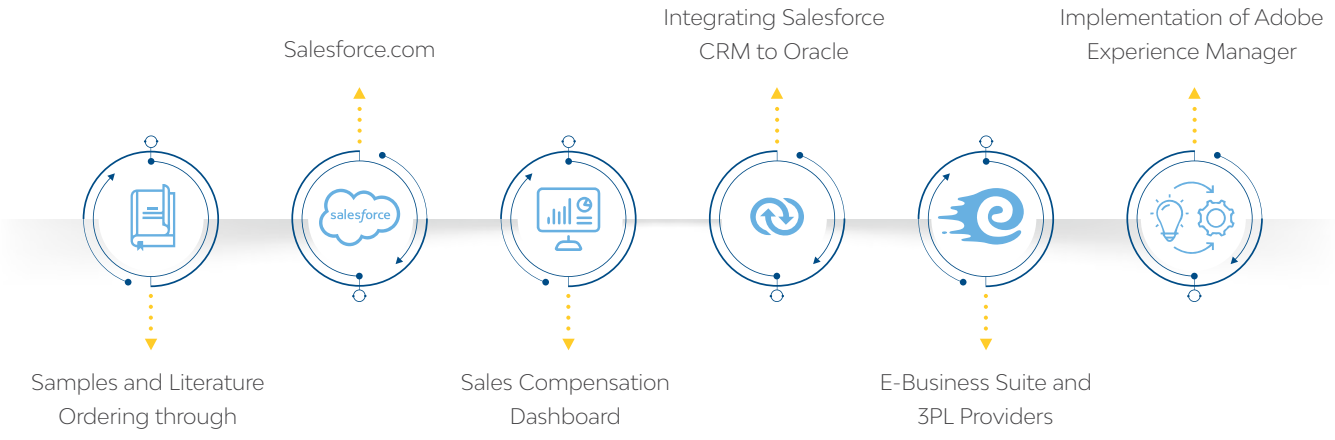
# Client

The client is an award-winning medical devices and cutting-edge Cloud-based software applications company. It creates solutions to better diagnose, treat, and manage sleep apnea, Chronic Obstructive Pulmonary Disease (COPD), and other chronic diseases.

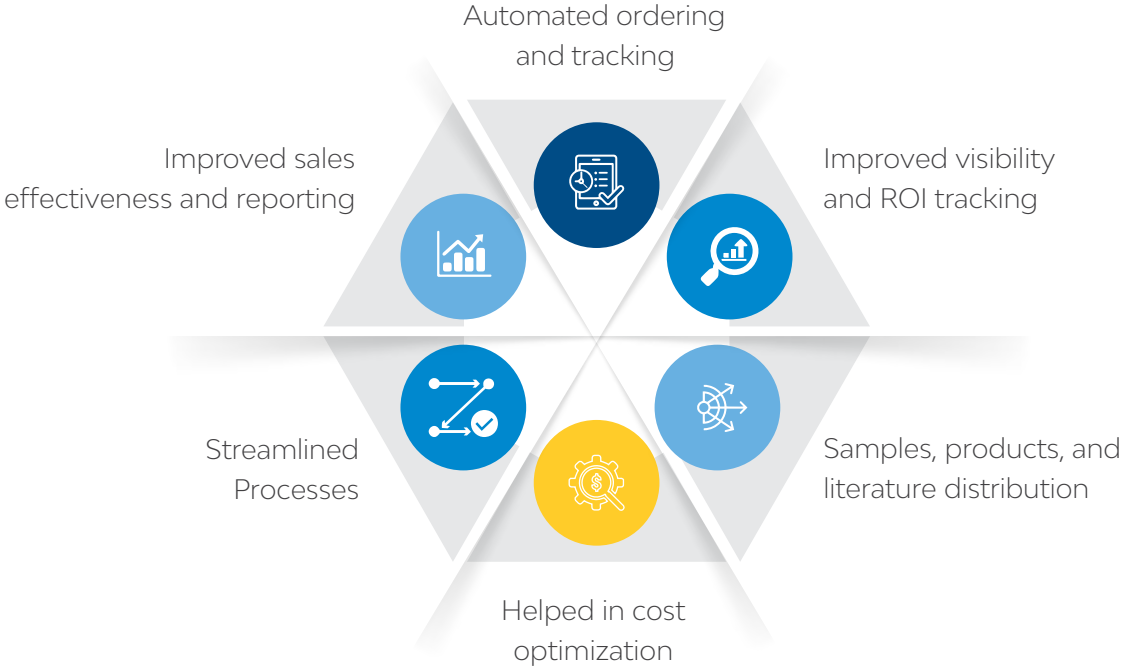
# Challenges

The client wanted to improve the overall sales effectiveness of its workforce, by better territory management, sales call planning, ordering of samples literature, and lead and opportunity management; followed by appropriate incentives/compensations. The client also wanted to improve its online presence, and collaborate better with its partners for return merchandise authorization process, payment process, and integration with third-party logistics providers.

# LTIMindtree Solution



# Business Benefits



**LTIMindtree** is a global technology consulting and digital solutions company that enables enterprises across industries to reimagine business models, accelerate innovation, and maximize growth by harnessing digital technologies. As a digital transformation partner to more than 700 clients, LTIMindtree brings extensive domain and technology expertise to help drive superior competitive differentiation, customer experiences, and business outcomes in a converging world. Powered by 84,000+ talented and entrepreneurial professionals across more than 30 countries, LTIMindtree – a Larsen & Toubro Group company – combines the industry-acclaimed strengths of erstwhile Larsen and Toubro Infotech and Mindtree in solving the most complex business challenges and delivering transformation at scale. For more information, please visit <https://www.ltimindtree.com/>