



TeamPoint



5 ways a job management system
helps your business to grow

(and saves at least £50,000 every year)

1 Operative Team

Get more from your field workers

A typical field based worker will cost around £50,000 a year in salary, tools, vehicle and other costs, that's £1,000 per week. Assuming they complete 10 jobs per week each job costs you an average of £100.

TeamPoint has lots of tools to help make your operatives more efficient. Scheduling, skill matching, van stock, route maps, site protocols and service histories all make sure they get to the right job at the right time with all the information and equipment they need to complete it quickly and efficiently

TeamPoint users get an average of 20% more jobs completed without increasing the number of operatives, meaning your turnover can grow 20% before you need to recruit any more operatives



“Since using TeamPoint we’re doing 25% more jobs with the same ops team”

Liam R, Operations Manager

2 Admin Team

Reduce your overheads

You need an admin team to deal with customer enquiries, schedule jobs, look after your engineers and many other vital tasks. However anyone who is not actively working on your jobs is an overhead. They cost money and do not directly contribute to revenue. A typical admin worker will cost at least £25,000 per year. Maximising the ratio of admin workers to field workers is crucial to keeping costs down.

Typically TeamPoint can increase your admin/ops ration by 50-100%. If you have one administrator for each 8 field workers, with TeamPoint you would be able to run another 4-8 workers without needing to increase your admin team.

TeamPoint enables your business grow 50-100% without needing to expand your admin team.



“Since using TeamPoint we’re doing 3x as many jobs and saving at least £50k a year”

Nik R, Director

3 Sales Team

Win more quotes

Quotes cost money. They take time and effort to prepare and cost. They may even involve a site survey to measure up and get photographs. Having taken the time to create a quote you need to do everything you possibly can to close it and get the work.

TeamPoint provides you with tools to manage your sales process. We track salesperson performance, declined reasons, expiration dates and contract renewals. We include real time snapshots so you can see recently issued, accepted, declined or expired quotes. We send reminders to your customer and your sales team. Customers can accept online by clicking through from an email. TeamPoint typically improves your quote acceptance rate by 5-20%



“We had piles of paper quotes sat on desks. We didn’t realise each stack represented tens of thousands in potential revenue. Nothing falls through the cracks now ”

Scott F, Director

4 Finance Team

Invoice faster, get paid on time

The quicker you send an invoice the quicker you get paid. With some customers demanding 60 or even 90 days credit it's so important to get your invoice in asap. Cash flow is the number one factor that holds businesses back and sometimes even kills them.

With TeamPoint you can do all your invoicing in 4 mouse clicks - it takes seconds. It's so easy you can run your invoicing as often as you like - no more waiting until the end of the week or even the end of the month. Your invoices will include a worksheet showing before and after photos and signatures meaning invoice rejections become a thing of the past.

Improved cash flow frees your business to grow



"I was spending all day every Sunday collating and sending invoices. It's all done at the click of a button now. I got my weekends back and we get paid faster"

Tom P, Director

5 Helpdesk Team

Delight your customers

Keeping your customers happy is not easy. You need to communicate well. You need to be consistent and reliable. You need to be in control of the work they've asked you to do. You need to be responsive and confident.

TeamPoint helps with all this. We automate communication with your customers so they always know what's happening. We provide a customer portal so they can self-serve at any time of the day or night. Having all your jobs, quotes, worksheets and service histories available at the click of a button means you can respond quickly and with confidence.

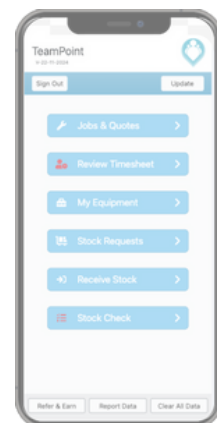
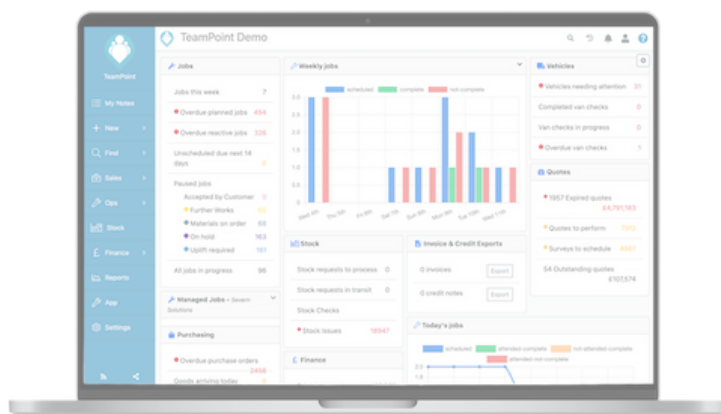


"I used to get very stressed talking to customers especially when we'd made mistakes. Now I'm confident as we have a system we can trust, all the information is there if they need an invoice or a worksheet or proof of attendance "

Helen T, Compliance Officer

DEPARTMENT	TEAMPOINT CHANGES	SAVINGS / GROWTH
Operations	Complete more jobs per operative	Increase revenue per operative by 10 - 20%.
Admin	Manage more operatives & jobs per administrator	Increase revenue per administrator by 50 - 100%
Sales	Win more quotes	Grow sales by 5% -20%
Finance	Invoice faster, no invoice rejections	Remove cashflow as a barrier to growth
Helpdesk	Improve reputation, customer confidence	Happy, confident customers means more repeat work and referrals

Get in touch now to find out how TeamPoint can help your business



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