

# THE SMALL HR COMPANY

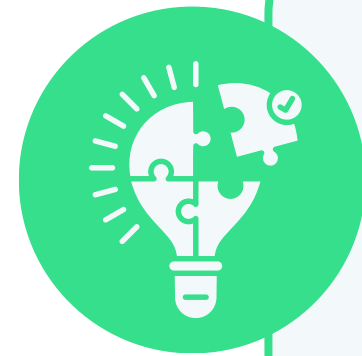
## Case Study

“Before I used my diary, Excel Spreadsheets, and To Do lists. I needed something to be manipulated and modelled to suit my business needs. I chose monday CRM because it could be tailored to my business. monday CRM compliments how I can now manage my business with a growing team.”



### The Problem

- Team communication throughout the sales process
- Effective collaboration to scale business
- Find a tailored solution to meet the business needs



### The Impact

- The team have full visibility over accounts, no duplicating work
- All client information is stored in one place, with internal communications aligned
- Opened up the ability to collaborate within customers accounts



### The Result

- Customer journey fully mapped
- Able to carry on day-to-day work whilst a SaaS Expert implemented monday.com
- Diminished the need for reporting, live data displayed in dashboards