

XPRESS GLOBAL

An iDashboards Case Study

“The capabilities of the software and the different types of dashboard presentations were what pushed iDashboards to the top of our list.

—Dewayne Hayes, Director of Information Technology, Xpress Global Systems.

Xpress Global Increases Sales Effectiveness with iDashboards X Platform

CUSTOMER

Xpress Global Systems, a leader in the freight and logistics industry, is committed to its customers, trade and quality. Xpress Global does more than offer a diverse range of transportation solutions; they seek out integrated solutions to add value to customers' supply chains. Xpress Global prides itself in being a one-stop full logistics provider.

CHALLENGE

In need of a better way to measure trends and gain quick access to information, Xpress Global began searching for dashboard software. The software had to be compatible with their databases and infrastructure.

SOLUTION

After comparing several dashboard software solutions, iDashboards' ability to connect with their DB2 and SQL databases and seemingly endless chart and dashboards presentations won out over the competition. Xpress Global purchased iDashboards to be used by more than two dozen C-level executives, Vice Presidents and Directors.

RESULTS

Xpress Global implemented iDashboards in the Sales Department, resulting in more effective sales calls. Sales executives are now able to gain valuable information in real time, as issues arise and are still relevant. The management of the sales team, the analysis and control of objectives and strategies have all been more effective and efficient since the implementation of iDashboards. Xpress Global plans to expand the use of iDashboards into the Operations, Pricing, Accounts Receivable and HR departments.

