Keep connected

Ab-Initio Software has launched its sales and management system, AdminBase, in a web-based version. Users will now have secure remote access to their company's data, at any time.

The new web based version includes the AdminBase data export service and a new and improved dashboard feature that allows installers to create and manage contract 'to do' lists at a company level.

The new web service also integrates sales leads from an installer customer's own website, directly into the AdminBase system, and includes a copy of the Canvassers app, which gives canvassers or showroom staff the ability to submit leads remotely, via tablet or smartphone.

With much of the UK's office-based workforce still working from home following the Covid-19 lockdown, this development has already proven to be hugely popular with both new and existing customers according to managing director Rhonda Ridge. All the key features and functions of the system are now available via laptop, tablet or home computer.

"Many people still prefer desktop applications, and while we still offer this service, the popularity of web-based services is increasing – and for good reason," says Ridge. "A significant percentage of the UK workforce operated remotely, from home, during lockdown. Many will, understandably, not want to return to the office for some time – some businesses, in fact, may struggle to safely accommodate staff – while others have found they are actually more productive, and prefer the flexibility of home working.

"In any case, our new web-based system allows our continually expanding customer base a much easier, more user-friendly way to remotely access all the benefits of the AdminBase system, which has been providing state of the art business management for installers for around 20 years now."

The new web-based version of AdminBase is being offered as a free of charge upgrade to existing installer customers using the previous cloud-based service.

This latest evolution to AdminBase's service offering follows the introduction of its mobile apps earlier this year, which have since helped to revolutionise working practices for installers by offering a fully integrated, paperless overhaul of sales, surveying, installation and remedial services. ❒

www.abinitiosoftware.co.uk