A Company Snapshot:

HP is the world's largest technology company. They specialize in computer hardware, software and services and ship more than 48 million PC units annually. The company is headquarterd in Palo Alto, CA and serves more than 1 billion customers in more than 170 countries over six continents.

The Challenge:

ExcelHelp was contracted by HP to work on the hardware side of the business, specifically, working with thin client servers. The project was to create a multi-purpose Excel application to be used by their sales agents. These agents were only equipped with catalogs when trying to sell servers to customers. HP needed a flexible solution to allow their agents to better make sales.

The Solution:

ExcelHelp listened to their needs, and communicated a concept for the final product. HP needed a spreadsheet that would serve three primary purposes.

1. This spreadsheet functioned as a database of server features.
2. This database was dynamic and user friendly. The spreadsheet presented the data in a visually appealing manner.
3. Sales agents can print a PDF of a side-by-side comparison of servers, which contained pictures.

What made this spreadsheet so useful to HP was the ability to select server features. The spreadsheet filtered out the products that did not meet the needs of the client, leaving a compact comparison of the best matched servers. The user of the spreadsheet selected these features utilizing the checkboxes seen in the image below.

Key Client Benefits:

ExcelHelp development team created an Excel application enhancing the image and increasing the sales of thin client servers for HP. They now have an interactive product to assist their sales agents when on location at a customer's site. The sales agents are able to cater to the needs of the customer and provide a focused list of products perfect for their business.

The self-contained application is easy to update with new products, and will save HP time and money in the future as all updates will seamlessly pass through to their sales agents. HP was so pleased that they contracted ExcelHelp once again for a separate department in their organization.