

Customer Success

Campbell & Company

“ We decided to get our fundraising consultants BlackBerry smartphones with AIRTIME-A4P so they could automatically capture time spent on calls and emails, as well as enter their time through their device on the road instead of using a laptop. By-passing laptops and VPNs saves them a lot of time. ”

- Margaret Rubino, Financial Services, Campbell & Company

Company: Campbell & Company is a fundraising consulting company for non-profit institutions.

Industry: Other

Region: Americas

Company Size: Small Enterprise – 46 employees

Email Environment: Microsoft® Exchange

Type of Solution: ERP – Business Intelligence, Workflow & Approvals

BlackBerry® Alliance Partner: AIRTIME-A4P by AIRTIME Manager®

Challenge

Capture time on calls and emails placed between fundraising consultants and the company's clients and have those billable hours delivered directly to the accounting system.

Solution

AIRTIME-A4P was deployed on each consultant's BlackBerry® smartphone to automatically capture and log time spent on email and the phone. The time spent is recorded as billable time and immediately routed to the company's back end Orion Software accounting system.

Campbell & Company's Results

- Helps consultants enter time – on time
- Saves up to four days a month in administration
- Helps to keep projects on budget
- Helps to support solid business plan

“ Having the business analytics at my fingertips is really helpful. I can now report to a client or Campbell & Company executive about where we stand on a project accurately, because I know the figures are current. ”

- Margaret Rubino, Financial Services, Campbell & Company



 **BlackBerry®**

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