

**African Corporate Cleaning** is a fast growing contract cleaning company based in Pretoria, South Africa. Serving both small businesses and blue chip clients, the company has expertise in a range of sectors including Automotive, Healthcare, Commercial, Educational, Retail, Manufacturing and Warehousing.

### Mission control



To support its rapid expansion, African Corporate Cleaning needed a central Customer Relationship Management System that would enable it to keep all its important client data in one place for easy access and greater efficiencies.

The company's key stipulations were that the system should be competitively priced, easy to use (many of the company's staff are not especially computer literate), and as speedy as possible (bandwidth in South Africa is still slow and costly, with users paying per megabyte).

### Perfect host

Having looked at a number of different products, African Corporate Cleaning chose Really Simple Systems Hosted CRM from AdvanceNet. "The Really Simple Systems offering was really cost-effective – some others were as much as ten times the price," says Director Gavin Green. "We also liked the Hosted aspect – we did look at some 'on-premise' solutions, but decided they weren't for us. We wanted the ease, security and reliability of a Hosted solution."

### Helping hand

Gavin adds that uploading existing data to the system was simple thanks to the support of AdvanceNet and Really Simple Systems.

### New efficiencies

Since implementation, says Gavin the server has enabled enormous efficiencies. "Now we have all our important information in one place, meaning everyone can keep track of everything that's going on. Client changes, billing changes, instructions for clients and staff – everything is recorded on there as it happens. It has taken all the confusion out of the



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**Gavin Green, Managing Director  
African Corporate Cleaning**

process and is working very well. Now we can review each client's full history at the push of a button."

### No stress

The system is also incredibly user-friendly, says Gavin. "We didn't really need training because it was so simple to use. We learned all we needed to from the demo. Any queries that we did have were sorted out immediately by AdvanceNet and Really Simple Systems. We've had no problems at all. It's been great."

### Final verdict

"I would definitely recommend Really Simple Systems to other companies," concludes Gavin. "It has transformed our business."

For more information on visit:

African Corporate Cleaning at [www.africancorporatecleaning.co.za](http://www.africancorporatecleaning.co.za)

Installed and Supported by

**AdvanceNet**

[www.advancenet.co.za](http://www.advancenet.co.za)



**Really Simple Systems** Hosted CRM is aimed at small and medium sized organisations with between 5 and 200 people who want a straightforward Hosted CRM sales, marketing and support system. The Hosted model is particularly suitable for companies with multiple locations and sales people who work remotely or at home. Really Simple Systems is the largest United Kingdom provider of Hosted CRM systems and has offices in the UK, North America, and Australia. Users include the Royal Academy of Arts, the British Library, Citicorp and the Department of Health as well as many small and medium sized companies.

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