



**PSIMOBILE**

Utilities Sector

MOBILE FIELD SALES SOLUTION



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## COMPANY BIOGRAPHY



Founded in 2004, PSI Mobile is dedicated to the innovative use of Mobile technologies that enhance data-driven decision making. Our solutions improve efficiencies, provide greater control of business processes, and enhance our partners' ability to exceed expectations in 40 countries around the world.

PSI Mobile's flagship software platform, Fusion, is a one-stop-shop of your application needs and has been developed through 10 years of collaboration with thought leaders in

the utility and telecommunications sectors. Fusion combines all of the potential of mobile and cloud technology with the security and track record of an application that is well-proven in the field.

With over 10 years of experience, we have learned that the customer requires more than just leading edge technology, the customer needs top-notch support. This is why our solution is delivered via a 4 step collaboration which, like our software, puts you in control:

### ASSESS

PSI works with colleagues throughout your organisation to clearly define your requirements and business benefits.

### CHOOSE

We help you choose the right Fusion modules for your programme and organisation.

### IMPLEMENT

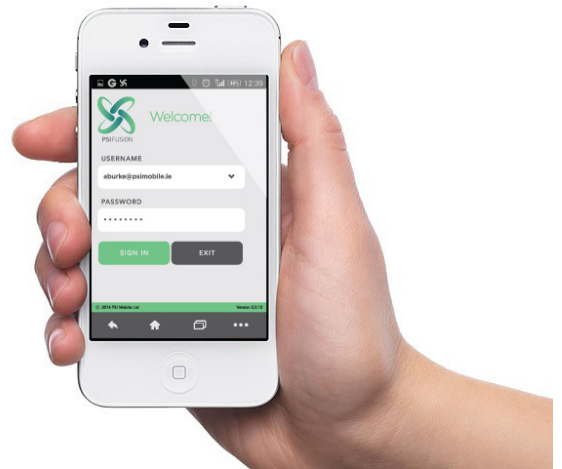
Our Professional Services team gives you everything you need to get your solution live and delivering business benefit in a short time frame.

### SUPPORT

Thereafter, our help desk and services team continually monitor and enhance business processes.

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# FUSION SOFTWARE



## What is Fusion?



PSI's Fusion Platform allows for large scale, data rich, complex business process, and codeless applications to be delivered to secure containers on multiple types of devices with different form factors (PCs, Tablets, Laptops, and Smart Phones). Critical programme decisions are based on having accurate, up to date information. PSI's platform offers you real-time information whether you are in the office or the field.

PSI's Fusion is a highly secure application platform which supports head office and field workforce activities and enables

real-time visibility and management control. Because of its wide range of features, Fusion is highly configurable to support customised applications. Some of the benefits a single enterprise-wide platform like Fusion provides include:

- HIGH SECURITY OF DATA ACCESS ON ANY DEVICE, ANYWHERE
- AGILE DEPLOYMENT OF TEMPLATES AND FEATURES
- REDUCED SET-UP COSTS
- HIGH PERFORMANCE AND SCALABILITY

## What are the benefits of Fusion?



**REJECTIONS**  
▼ 95%

**PRINTING COSTS**  
▼ 95%

**POSTAGE**  
▼ 95%

**ADMINISTRATION COSTS**  
▼ 80%

**SALES & UPSELLING**  
▲ 20%

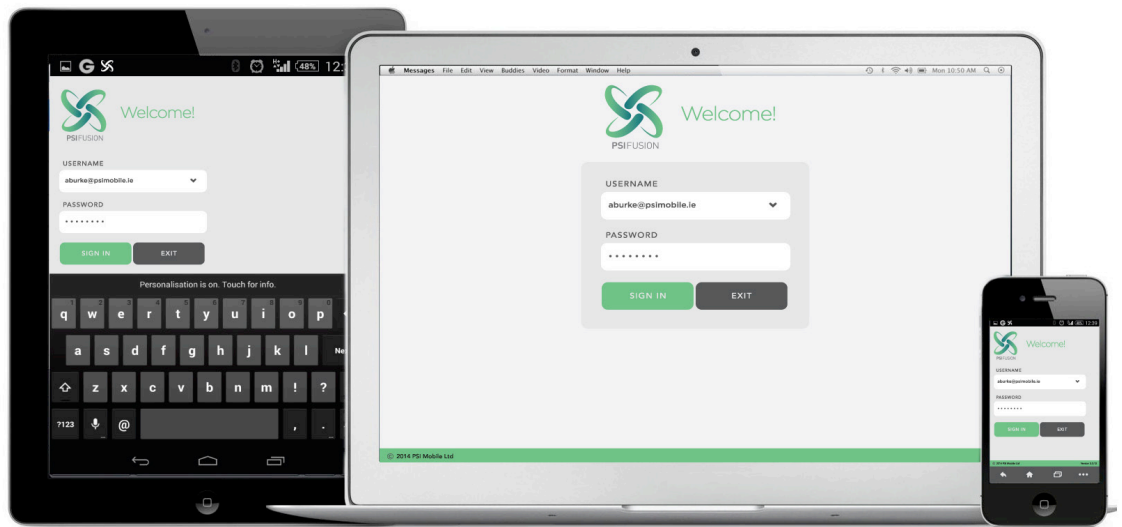
REDUCED TIME FROM SALE TO BILLING = INCREASE REVENUE

TIME FROM SALE TO BILLING CUSTOMER UNDER 30 MINUTES

REAL TIME CHANGES TO DATA CAPTURE

ADHERES TO REGULATORY REQUIREMENTS WITH AN ELECTRONIC AUDIT LOG

ROI IN LESS THAN 4 MONTHS



## Where is Fusion used in the Utilities Sector?



PSI Mobile's Fusion platform has been deployed in more than 40 countries worldwide to support a wide range of programmes:



INTEGRATION TO SAP, SALESFORCE, DYNAMICS CRM + OTHERS

Automate your company's sales process to ensure your sales people don't mis-sell. Capture all the right data first-time and minimise back office administration

- EXPERIENCED**  
Specialising in large enterprise mobile applications since 2004.
- PROVEN**  
Solution deployed in over 36 countries
- FLEXIBLE**  
Very flexible platform to create and modify customised data capture templates as processes evolve
- SCALABLE & RELIABLE**  
Over 99.99% availability....  
Over 4M transactions per year. Processed over \$12.7BN in Sales Value
- SECURE**  
Security is a core component... audited by PWC and RITS
- NATIVE**  
"Native" application – not web-based, which means it will work off-line with no connectivity
- Location tracking of field sales teams**
- Improve sales performance and productivity**
- Massively reduce costs**
- Increase sales by 20%**

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# OUR CUSTOMERS

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Residential and  
Business Sales



OWNED BY

**centrica**

Over 750,000  
Customers

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Over 850,000  
Customers



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**electric  
Ireland**

Over 1.6 Million  
Customers

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Over 2 Million  
Customers



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Other Utilities  
Solutions



Gas Meter Reading for  
**All** Gas Meters in Ireland

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# CONTACT



If you would like to find out any more information as to how PSI Mobile could help your company get to the next level please contact us:

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