

HOW CLIENT
RELATIONSHIP
MANAGEMENT TOOLS
IMPROVE PROCUREMENT

2.23.23

8-9:30 am



JOIN OUR TOWN HALL

SLC3 Diversity Web Series

Guest Speakers:

Jane Megown, Elastizell
Sandra Marks, Clayco

To register visit us at
slccc.net

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Organizing, managing and tracking opportunities and bids through economical software might be right up your alley? So how can you improve on this challenge? For this Town Hall we will discuss two tools to help manage your procurement process. Jane Megown with Elastizell will explore using Monday.com and how it has been an economical approach to procurement. Sandra Marks with Clayco will share information on Microsoft Dynamics and how it benefits two-way communications with partners for their bid process.

From start to finish in the sales cycle including follow up. We encourage questions and an open dialogue on this process. Speaking of follow up, this is especially difficult for everyone involved. But, how can we improve? Bidders and designers need to understand why they weren't selected and consumers have the answers. Can we improve communications?

The Town Hall is developed to cater primarily for providers vs. consumers, but any consumer of design and construction could benefit by learning more about these challenges as well as contribute ideas and conversation.