

# Seamlessly Conducting Business from Anywhere with Access to the Internet

Challenges	Solutions	Results
<ul style="list-style-type: none"><li>• Company has experienced repercussions from the skilled labor shortage in South Africa as qualified workers have moved to other regions</li><li>• Seeking to expand and return back to its previous headcount of approximately 150 employees by creating high-quality jobs</li><li>• Submitting orders was a very manual-intensive process</li></ul>	<ul style="list-style-type: none"><li>• Joined the Quadrem Network in February of 2011 and have begun to receive orders</li><li>• The ability to conduct business on the road without having to be tied to the office</li><li>• Because everything is located in one central location that can be accessed online, business can be conducted anywhere with access to the internet</li></ul>	<ul style="list-style-type: none"><li>• The team expects to get paid more rapidly as their degree of automation increases</li><li>• Looks forward to being able to track where the money is—if things aren't getting paid, they will be able to track and see what is going on and get things processed</li><li>• Improved internal processes is one of the most highly anticipated benefits of the Quadrem Network</li><li>• Once they start to invoice through the Quadrem Network, it will allow them to see clients and check invoices while out of the office</li></ul>

Company  
Robbies Electrical Company

Profile  
Provider of electrical installations and maintenance for private companies and large corporations

Ariba Commerce Cloud Features

- The Quadrem Network

“Now that we are connected to the Quadrem Network, we get orders instantly and can respond to them immediately. Being able to connect electronically with our customers has enabled us to respond much more quickly and to provide a better level of service.” Donovan Robinson, General Manager, Robbies Electrical Company

“Quadrem in South Africa is connected to a lot of corporations. If I go to a company and they are using the Quadrem Network, I can say I am on the network and they can easily access me from their side. That will help us to improve our relationships with our customers because we can get orders quicker, get stuff done quicker, and provide better service. And we hope this will lead to more business and ultimately revenue growth.” Donovan Robinson, General Manager, Robbies Electrical Company

