



## ECLEVA's New B2B CRM Cloud Solution Boosts TAFE Queensland Commercial Engagement!

*Using the new B2B CRM to market the EduRe Suite and Microsoft Dynamics 365, ECLEVA implemented a SaaS-based commercial engagement solution platform for TAFE Queensland.*

**NSW, AUSTRALIA, August 2017** - ECLEVA, a business technology solutions provider, partnered with TAFE Queensland, a vocational and training education provider in Queensland, to implement a state wide (52 Campuses, 300 users) commercial engagement solution platform using the first to market [EduRe Suite](#) and Microsoft Dynamics 365.

TAFE Queensland engaged ECLEVA in October 2016 to plan, build, and launch the project in record time, December of the same year. Following a thorough planning phase, ECLEVA recommended TAFE Queensland introduce a specially configured EduRe suite for managing all commercial and client engagements including leads, opportunities, contracts, funding source tenders, preferred supplier tenders, 3rd party partnerships, marketing, and all other relationship development activities.

The project was delivered on time and on budget, and the adoption of the new solution within its first months of operation has been fantastic.

The EduRe Commercial Engagement application allows TAFE Queensland:

1. Ability to follow one process for engaging with all clients including visibility of activities across all campuses.
2. A view of all 3rd party agreements and revenue cashflow statements for all business across all campuses.
3. Capability to manage the delivery of all training and skill development of staff to large-scale project delivery.

'TAFE Queensland needed a central view of all commercial engagement across the state and due to ECLEVA's education domain expertise, Microsoft Dynamics 365 knowledge and the EduRe Suite of Commercial Engagement Applications they were the perfect partner. The project ran smoothly and was delivered on time.' - Mr Dean Sedgman, Chief Information Officer, TAFE Queensland

To deliver the commercial engagement solution, ECLEVA undertook five key phases:

**Phase 1:** Together with TAFE Queensland Subject Matter Experts, determined and aligned standards, processes and skills.

**Phase 2:** Configured the EduRe Commercial Engagement application to meet the requirements defined in Phase 1.

**Phase 3:** Developed and rolled out a change management & training strategy.

**Phase 4:** Delivered the cloud platform via Microsoft Dynamics 365 and Microsoft Azure.

**Phase 5:** Ongoing support and service delivery provided.

'ECLEVA is very proud to be a valuable partner and to help deliver better commercial engagement outcomes for TAFE Queensland. To be one of the first Microsoft Partners in the world to leverage the Microsoft Cloud platforms to deliver our EduRe Commercial Engagement Applications is a great achievement for ECLEVA and model we hope to repeat with clients in Australia and globally.' Mr Martin Halmarick, Managing Partner, ECLEVA.

In addition to the Commercial Engagement Suite of applications, ECLEVA also has separate EduRe applications for [managing student engagement](#) across the student lifetime of education.

Download the full case study [here](#).

### About ECLEVA:

ECLEVA is an Australian-based, leading expert in developing business technology solutions for different sectors. The company offers a wide-range of services including CRM, XRM, document/content management, mobility solutions, and business support.

With more than 20 years of experience working in the education sector, ECLEVA has developed the [EduRe Suite](#) - pre-built, customisable applications that can be used by universities and TAFEs to build long-term commercial partnerships and improve the student experience. Learn more about ECLEVA's services by visiting <https://www.ecleva.com>.

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### Press Release

**Client:** TAFE Queensland

**Industry:** Education

<http://tafeqld.edu.au/>



# 52

Campuses



# 300

users



To learn more about ECLEVA's Student and Commercial Engagement solutions, visit our [education page](#). Or if you have any queries, don't hesitate to [contact us](#).