QorusDocs Vusion

Standardising Value, Elevating Conversations: Vusion Transform Customer Engagements with QorusDocs Value Management software

With QorusDocs Value Management software, Vusion replaced fragmented Excel models and manual presentations with a centralised, collaborative platform that brings customers directly into the value conversation.

Since adopting QorusDocs Value Management software, Vusion has standardised business case creation, improved cross team knowledge sharing, and gained the speed and flexibility to build, adapt and present tailored value models in minutes. Professional, ready to share outputs have replaced time consuming rework, enabling more confident and credible customer engagements. Other advantages include:

- A single controlled platform that removes version confusion and protects assumptions
- Instant scenario modelling with the ability to duplicate and refine models
- Earlier and more strategic access to higher levels within customer organisations

Before QorusDocs Value Management software: The Challenge

Like many organisations, Vusion relied on Excel to develop business cases. However, this unstructured and uncontrolled approach resulted in multiple versions of Excel models circulating across the business, each with differing assumptions and calculations. The lack of a centralised platform limited knowledge sharing, making it difficult for teams to build on one another's work. As a result, valuable insights and lessons learned were often lost or underutilised.

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Outputs were another challenge that Vusion faced. They would pull data from the Excel-based model and then manually create PowerPoint presentations to present to the customer. Any changes or refinements requested by the customer meant revisiting both the model and the presentation to ensure consistency. Resulting in a frustrating, time-consuming, and error-prone process.

Vusion knew they needed to adopt a consistent, flexible and user-friendly approach so they looked for a new solution.

The Solution

In 2024, following a successful pilot program, Vusion formally started their QorusDocs journey by integrating QorusDocs Value Management software into their Value Engagement process. This process begins by identifying the customer's key challenges and opportunities, followed by a collaborative discovery phase. Sales, pre-sales, and account management teams (who are supported by the Value Assessment team), lead this engagement. After the discovery, the Value Assessment team works closely with the customer to build a tailored value model for the Vusion solution.

We spoke with David Morgan about how Vusion are using QorusDocs Value Management software in direct customer engagements, and the key challenges it has helped them overcome:

"We get multiple stakeholders in, and we actually walk them through every step in the value assessment, so we go through benefit by benefit, looking at the assumptions and it's fantastic. We get really great engagement from that and then we'll use the business survey function after the workshop to send to a few key stakeholders to get them to start refining, feeding back. The idea is that we end up with something that the customer feels is theirs, they own it."

"It's given us the speed and the flexibility we needed, it's given us the ability to get that knowledge sharing. So quite often what we will do is, a colleague might say look I've got this situation, have we done something similar and I can just share a model with them."

"The really big challenge that it's solved, is getting this credible professional output to customers and redoing it if we need to. I don't feel uncomfortable now about running multiple scenarios so when someone says, 'look we want to look at three different ways we could run this, how we could move ahead'. I don't have any concerns about doing that. I'll create a model, I'll duplicate it. Do the variations, produce the output. There you go. There's your outputs. That's solved a huge, huge challenge for us.

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"The credibility that it establishes with the customer is a whole new level. Everybody responded well to the spreadsheets we did before, but it's still at the end of the day, a spreadsheet and it's going to have things wrong with it. But when you present what we can present now, we demonstrate the tool itself, walking through the benefits within the platform, people just respond to it really, really well."

What is your favorite QorusDocs Value Management Feature?

"There's lots of bits of it I really love. If I was forced to say you can only pick one, I would probably pick the output generation because that was such a pain before and it's just so easy to say, 'Right, here's your PowerPoint. Here's your spreadsheet.' I love the fact you can click on the little plus sign on the spreadsheet and it opens up what the calculation and the assumptions were. And that really impresses people.

I'd say probably the output is one of my favourites. One of the things that we do if we're actually working with a new client, where we want to convince them to work with us on value assessment process, is to send them an anonymised, generic version of a value assessment that's relevant to their business. When they see the quality and professionalism of the output they're going to get, that really convinces them that yes, I will put the effort into sharing the data you need and doing a workshop because they know what they're going to get at the end of it. There are other features I like a lot, but I think that would probably be the one I'd put at number one."

What are the reasons you recommend QorusDocs?

"Very easy to work with, easy to customise. Good relationship with the organisation, so you've got all the kind of ingredients you need to get going with something that's very flexible. And I would feel confident that most, if not all, businesses could adapt it to the unique elements of what they have as an organisation. Whatever their products and solutions."

★★★★★

"We were looking to find an organisation that we felt we could really partner with. I think the ways of working and the relationship were almost as important as the capabilities of the tool and we certainly felt with the QorusDocs team that we got that, whereas maybe with some of the other things we'd looked at, we didn't get that warm feeling."

David Morgan
SVP Global Value Assessment
Vusion

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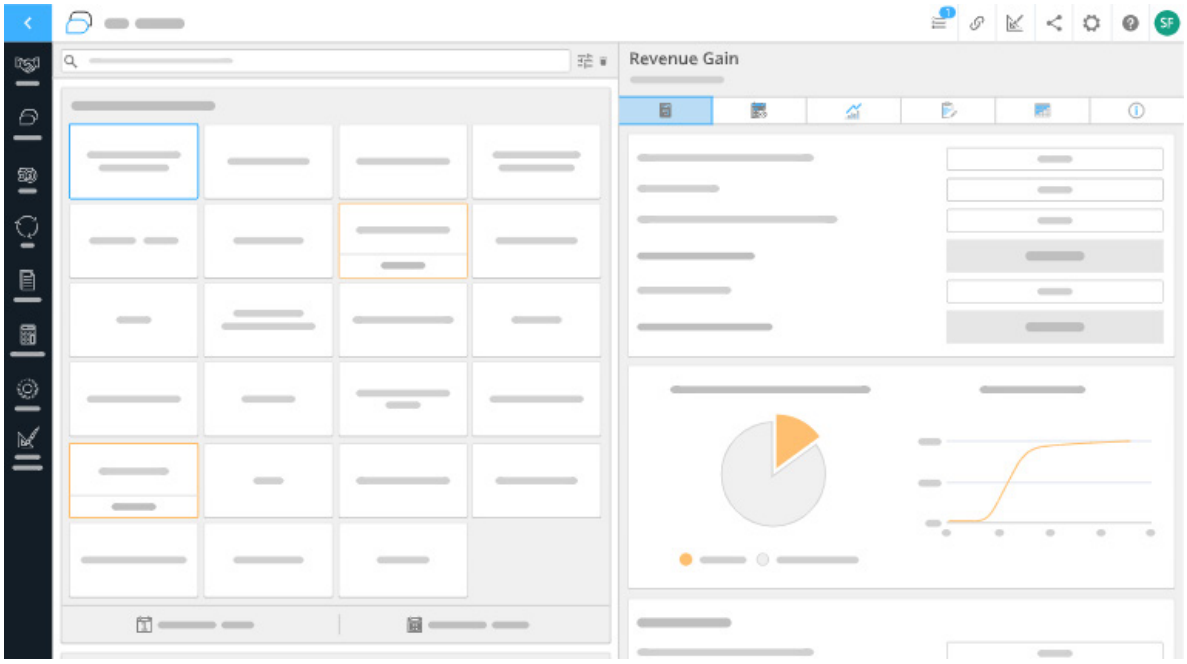
About Vusion

Vusion is a global retail technology leader driving the digital transformation of physical stores through IoT, AI and cloud based solutions. Its smart retail systems, including electronic shelf labels, computer vision shelf monitoring and data driven pricing and inventory platforms, help retailers improve efficiency, reduce waste and create more intelligent store environments.

Serving over 350 major retail groups such as Walmart, Carrefour, Sephora, Euronics and Co-op, Vusion enables retailers to compete in an increasingly digital, data driven market. Visit: www.vusion.com



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About QorusDocs

QorusDocs is an automated Value and Proposal Management platform that unites value management with proposal automation. Built for professional services, legal, technology services, and AEC organizations, the platform supports intelligent business cases and personalized, data driven pitches, presentations, proposals, and RFP responses. Trusted by 200+ organizations, QorusDocs helps firms prove ROI, optimize billable hours, and win more business. The company operates globally, with offices in Bellevue, Washington, London, England, and Cape Town, South Africa.

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