

Sales Force Automation

Drive Sales Effectiveness

Why CRMnext?

CRMnext is the next generation hosted software solution that allows you to manage customer relationships more effectively, resulting in higher business efficiency and boosting profitability.

Instant results: Simple to use, easy to rollout with a feature set designed to provide quick results and accelerate ROI.

No Upfront Costs: Just pay \$65 per person, per month. No Software to install, no hardware to buy, no maintenance costs, no expensive upgrades to worry about.

Fully Managed, Fully Secure: We manage all aspects of the solution, so that you have freedom to concentrate on your business.

Best-in-class CRM capabilities: A solution that offers the most complete feature set in the industry.

Superior Analytics: Powerful analytical capabilities to ensure you get deeper insight and actionable intelligence.

Wireless Access: Stay connected when on the road with the wireless edition.

Multilingual & Multi currency support: Enables companies to work in a global village.

Smart Integration Capabilities: Extend & Integrate with existing solutions using powerful SOAP/XML web services interface.

Business Benefits

Increase Forecast Accuracy: Get real-time sales pipeline visibility to forecast more accurately and plan according to demand.

Boost Revenues: Better visibility and transparency will ensure better coordination, boosting your sales force's productivity and helping you close more deals.

Pursue all Opportunities: Because all leads are captured, routed automatically to the right person and tracked throughout the sales pipeline, no opportunity falls through the gap.

Enforce Business Processes: Design and easily enforce complex custom business processes to achieve higher win rates.

Shorten Sales Cycle: Identify and eradicate bottlenecks in your existing sales cycle to achieve faster closures.

Integrated Customer Management: Through centralized account data management, enable your sales, marketing and service teams to work together and manage your customers better.

Synchronize your business: Map together your territories, products and sales teams to better manage and automate your business.

Identify Market Trends: Easily analyze current and historical data to predict and identify changes in customer/market behaviors, enabling your business to respond to changes in time.

Key Features

Forecast Management: CRMnext offers the most advanced forecasting capabilities in the industry. Now automatically generate real-time forecasts that are tuned by teams, by territories and by products. Use any methodology you want, export the results into Microsoft Excel and drill down to explore facts using best-in-class analytics.

Lead Management: Capture leads automatically from the website, import them from various sources, or simply enter them yourself. Set custom rules to route leads to right teams or sales representatives. Track and analyze their progress throughout the sales pipeline.

Account & Contact Management: Provide and maintain a centralized repository of customer and contact information to facilitate collaboration between various departments. Track the entire customer interaction including emails, sales call, activities, notes, service requests, case resolutions, history and more.

Opportunity Management: Automatically track deal histories and share data across teams. Track key contacts, milestones, competitors, issues and any other information you need. Use the process designer to build and implement simple or complex custom sales methodologies.

Competition Management: Define competitors you wish to track, their products with pricing and map them against yours. Analyze their performance, strengths and weakness to better your marketing strategy.

Product & Services Management: Manage a host of products, product categories and their associated prices in multiple currencies. Track their performance and competition across territories and teams. Forecast demand more accurately to manage inventory better.

Territory Management: Organize and track the territories you sell in. Analyze product sales, competition, team performance, etc specific to each territory. Forecast trends and movements of the market with confidence.

Multiple Team Management: Manage and control multiple sales teams across geographical locations, simultaneously. Map the territories & products they sell, set team level targets, analyze and measure real-time performance using dashboards.

Calendar & Task Management: Schedule appointments and follow-ups, manage tasks and coordinate meetings with ease and visibility. Work together on complex issues with clearly defined task ownerships, delegation and accountability.

Custom Reporting & Analytics: Get insight into your business performance using a host of standard reports or create your own using a simple and easy to use, report designer. View dashboards that pull information from multiple sources to get a better overview, drill down to identify and eliminate bottlenecks.

CRMnext
smart. easy. complete

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