

## Salesbabu CRM - Enhancing Your Actual Sales...!

### Worried about .....

*Sales VISIBILITY*  
*OPPORTUNITY Loss*  
*TEAM performance*

*Software Maintenance*  
*Hardware Cost*  
*IT Administrator Cost*  
*IT Infrastructure cost*



*There is an answer to these problems:*

### Salesbabu CRM – The On-Demand CRM



### Advantages of CRM

Sales Analysis  
Support & Service Analysis  
Complaint Management  
Activity Management  
Contact Management  
Lead & opportunity Management

Online access to product information and technical assistance  
Maintains Service Track Record  
Manage & Schedule follow-up sales calls  
Track all contacts with a customer  
Proactive approach to problems  
Provides user-friendly customer-complaints management  
Mechanism for address service-deficiencies  
Storing customer interests to target customers selectively  
Manage and schedule maintenance, repair, and on-going support

### Advantages of On-Demand CRM

No upfront cost  
Instant result  
No Hardware cost  
No Server Maintenance cost  
Fully managed & fully secure  
Access Anytime & Anywhere

Relatively low startup costs  
Rapid deployment: No hardware or software to purchase  
No IT resources: No IT maintenance or staffing  
Easy to use and deep-enough functionality  
Easy Upgrading: The ease with which upgrades are rolled out is another benefit of hosted offerings  
Hosted CRM also help in broader integration opportunities afforded by evolving Web-services  
Provide a platform for mobile CRM- Sales personal can log on to important CRM data in field, from any place that has Internet connectivity

## Salesbabu CRM - Enhancing Your Actual Sales...!

---

### Major Modules:

#### A) SALES MANAGEMENT

1. LEAD Management
2. OPPORTUNITY Management
3. CONTACT Management
4. ACCOUNT Management
5. TERRITORY Management
6. Campaign Management

#### B) SERVICE MANAGEMENT

1. Case Management
2. Complaint Management
3. Complaint Analysis
4. Service Calls

#### C) ANALYTICS & FORECASTING

1. SALES Analytics
2. Sales FORECASTING
3. DASHBOARD
4. COMPLAINT MATRIX

#### D) PRODUCT INFORMATION

1. PRODUCT catalog
2. Sales and Marketing COLLATERAL
3. DOCUMENT Management

#### E) WORK FLOW & INTEGRATION

1. ACTIVITY Management
2. WORKFLOW Automation
3. Follow-Up Management

Salesbabu CRM provides organizations the seamless integration of real-time information between its sales force and the management to facilitate intelligent decisions. Moreover, today's business environment is becoming more distributed; every day we see the need for and acceptance of a dispersed workplace - where offices, workers, partners and customers are spread worldwide. The challenge is how to work across dispersed environments to stay connected and work seamlessly with anyone, from anywhere instantaneously.

This is where Salesbabu CRM emerges as a unique any-time + any-where accessible Web-Based Application that can monitor real time data provided by the front-end sales force to help the management act decisively.