

Puratech's Online CRM Solutions

PURA's Sales Force Automation (SFA)

Sales Force Automation provides a wide range of powerful capabilities for managing customers and activities throughout the entire sales cycle for SME's. Sales Force Automation enables companies to establish "best practice" sales processes that help increase sales results and optimize sales costs. Sales Force Automation a full-feature web-based Sales Force Automation your staff securely connected to your customers 24/7/365 from anywhere in the world. New business opportunities, lucrative customer leads, and significant deal closures are relayed in detail to all your facilities at the speed of light.



192.168.100.2 | Mozilla/4.0 (compatible; MSIE 5.0; Windows 98; DigEVO) | 11:14:02 AM | Thursday, August 01, 2002
Welcome, Jyoti Desai | You have logged in as System Administrator

SALES FORCE automation

Bulletin Board

Updated By: Admin Date: 7/26/02

I've learned.... That when you're in love, it shows.
I've learned.... That just one person saying to me, "you've made my day" makes my day.
I've learned.... that life is like a roll of toilet paper. The closer it gets to the end, the faster it goes.
I've learned.... That we should be glad God doesn't give us everything we ask for.
I've learned.... That life is tough, but I'm tougher.
I've learned.... That opportunities are never lost; someone will take the ones you miss.
I've learned.... That the less time I have to work with, the more things I get done.

Stage	Sales Funnel	Total	Month	Quote vs Actual Opportunities
1	1	2232	Apr	0
2	1	10000		
3	1	4556	May	0
4	2	2000		
5	0	0	Jun	1000
6	0	0		
7	1	233	Jul	18346
8	0	0		
Totals	6	19021		

Open Sales Opportunities

Opportunity Name	Account	Stage	Open	Close	Quote
Sale of 1000 Printers	Cream Productions	2	7/16/02	2/16/02	10000

Strategic web-based centralization of your vital database ensures that real-time information is always in use by all your players, and the integrity of your data is maintained regardless of any personnel changes. Sales Force Automation is powerful, yet easy to use, and fast to implement. There is no software to load. Just log in to our web site, and put the potent tools in Sales Force Automation to work for you. Sales Force Automation is designed to play a pivot roll in your company's customer relationship management strategy.



Sales Applications

The thrust of sales applications is automating the fundamental activities of sales professionals. Common applications include:

Forecasting, Opportunities

- Multi-stage opportunity tracking to monitor the development of your leads and qualify the degree of customer commitment.
- Part number, product line, or dollar-level opportunity tracking to measure against quotas and forecasting.

Product Master

- Add unlimited number of products into the system
- Specify part number, description, and unit price, category into which the product has to be placed.

Customer Accounts

- Keep your entire relevant customer account information instantly accessible.
- See all activity within the customer account, opportunities, contacts, communications log, and important documents on file.
- View information on all customer account, edit customer account details

Contacts

- Keep all your account and contact data safe, accessible, and intact, regardless of employee departures
- Concentrate on the accounts most likely to bring you revenue

Document Storehouse

- Keep critical documents on hand for easy reference or circulation
- Paperwork such as contracts, quotes, white papers, service manuals, or competitive analyses can be stored to be readily accessible for those whom it is meant.

Database Format & Reports

Sales Force Automation has a very powerful report engine for formatting or printing. Your data remains fully accessible to you, always in your control.

- Administrative personnel are able to easily generate detailed custom reporting in very little time
- Requires no expensive IT labor to operate or maintain
- Flexible reporting across all groups like individual, branch and company performance

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Calendar, Events, Action Items

- Complete calendar to use for event planning, to schedule any further events scheduled by the company
- Task assignment by management to clients, customers or vendors
- Delegate important action events to your staff
- Daily, weekly, and monthly views as scheduled and required by the management to achieve its reporting needs
- Schedules the meetings and appoints for the day
- Keep a track of meetings and appointments with easy-to-use planner

Dashboard Metrics

- The dashboard provides an instant snapshot of the user's current business to increase the effectiveness of your sales process
- Displayed on the dashboard are the sales opportunity funnel, Actual Sales opportunity created, recent activities to user accounts, the calendar of the current month displaying the calendar events scheduled earlier
- The Bulletin board serves as an important utility for authorized users to post company news, sales wins, competitive updates, or any system-wide messages, which could be useful to the staff using the system
- Sales Opportunity funnels report. See the potential revenue at each stage for all your current opportunities
- Quotas v/s Actual report. Quick monitor of your sales progress Shows dollars booked for current month and dollars still in opportunities, as it compares to your quota.
- Reports on all activity for the owner's account, regardless of the source

System Administration & User Access Control

- Clear and direct means to add and remove users, manage passwords, and define user rights throughout the system.
- Limit viewing of customer information as your business dictates.
- Standardize input responses by use of managed pull-down lists.

Easy to administer and requires no technical staff to maintain.

SFA System Features

Systems implemented with SQL 7.0 and IIS Server on a dedicated Windows NT Server.
Fully secure and protected data. Reliable access to data 24/7 on 99% guaranteed up time server.
Systems implements client side data validation and processing (Java Script) for maximum performance.
Optimized for web browser IE and Netscape.

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FREE ONLINE DEMO at www.epuratech.com

SFA Cost:

License Limit	One Time Purchase Cost
Unlimited User single licensee	\$1988 full version software

Cost Includes:

- Setup and Installation.
- One Year Email Support at service@epuratech.com
- One Year Host Server 30 MB (Windows 2000).
- Online Training Support.
- No hidden cost
- Bi – monthly database backup.

Cost does not include:

- Additional Modules will be charged extra as subject to the scope of the module, with respect to \$30 / man hour.
- Additional Server Space will be subject to extra cost. With a per MB cost of \$15 / MB.
- Any Additional Favors will be charged extra.
- An additional \$10 / MB charges for hosting after a period of one year.
- An Additional 14 % AMC after completion of one year on the total project cost.

*** All prices in SGD**

