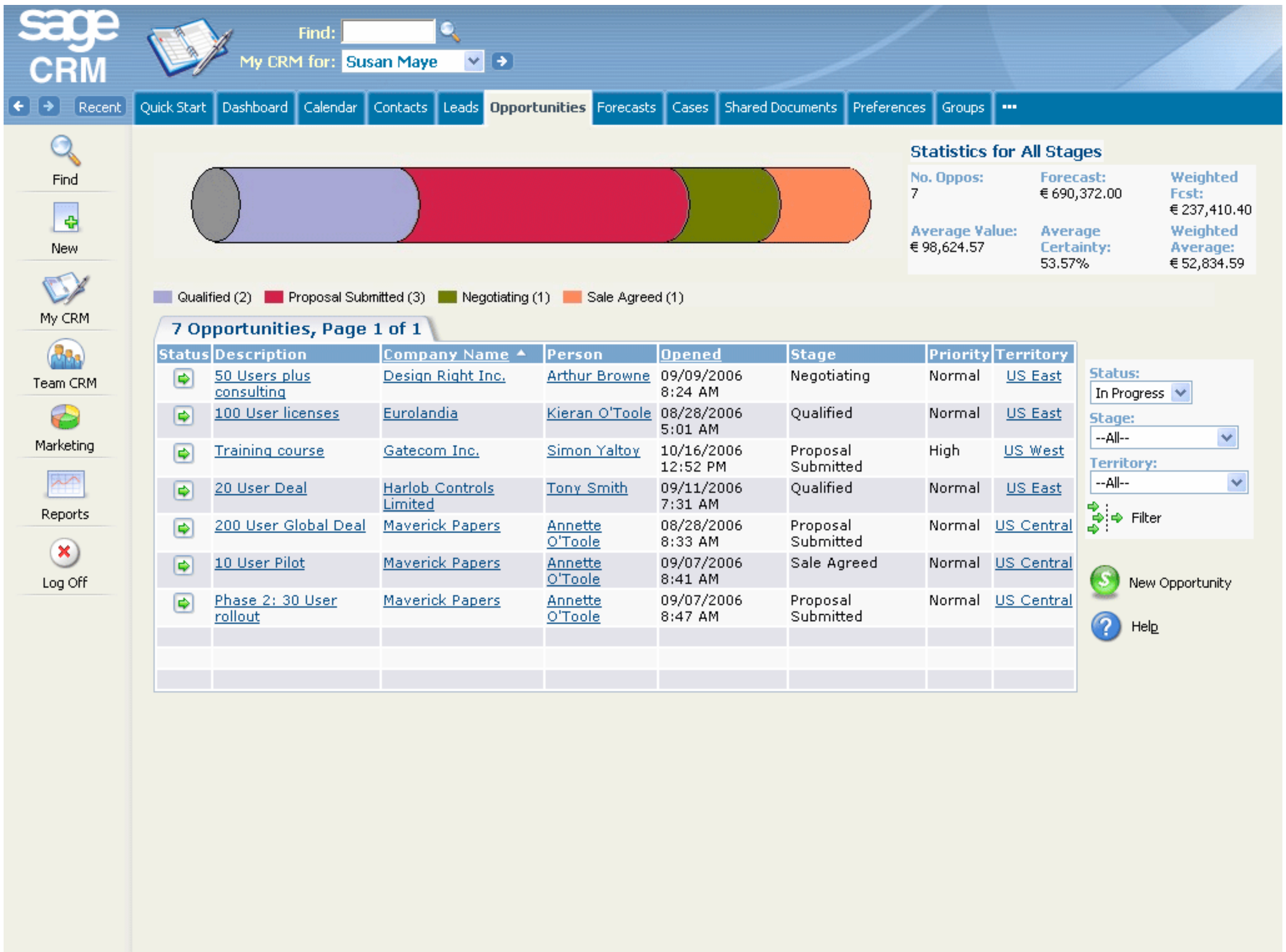
SAGE CRM

Sage CRM Sales

Sage CRM provides organisations with the tools to sell effectively. Easy-to-use, Sage CRM provides sales users with instant access to calendars, accounts, reports, pipelines, contacts and call lists, empowering sales people to sell. All sales information is stored, tracked and reported providing organisations with meaningful and up-to-date information on the performance of the sales team.



Feature	Explanation	Benefit
Calendar Management	Sage CRM provides sales users with a complete diary solution with daily, weekly and monthly views. In addition, onscreen reminders and notification alerts are available to all sales team members.	Increases efficiency, punctuality and convenience.
Complete Bidirectional Outlook Integration	It is possible to run email, calendars and contacts through Microsoft Outlook and all interactions can be automatically synchronised with Sage CRM, meaning that contacts, tasks and appointments are automatically updated in both systems.	Fosters organisational transparency within the business and enhances the quality and retention of information available to the user.
Management of Key Opportunities and Leads	Using Sage CRM sales users can track leads from first contact to final sales closure.	Ensures that time and resources are invested into the deals that are most likely to close. Enables the sales team to easily identify and recruit new customers and resell or up-sell to existing accounts.
Sales Forecasting and Reporting	Point and Click reporting and graphs are provided by Sage CRM along with accurate and timely forecasts which are accessible by sales representatives and managers alike.	Enables sales teams and management to access data for immediate analysis and decision-making ultimately maximising the potential of each lead. Delivers on-demand reports as specified by the management team and ensures transparency; high visibility ensures effective communication and realistic forecasts.
Account and Activity Management	With Sage CRM leads can be escalated and reassigned easily, follow-up activities can be automated and field-level security is a simple and straight-forward process.	Guarantees that leads are handled by the employees most qualified to assist the client and only relevant parties are privy to information.
Client Awareness	The most up-to-date and complete customer information is instantly and easily retrievable within Sage CRM.	Helps organisations to have a better view of their customer and deliver superior customer service.
Graphical Reporting	Graphical forecasting and reporting features allow filtering of data per the user's criteria. It is also possible to use system default reports or easily create new reports with the aid of a reporting wizard.	Provides detailed data as required by businesses as well as graphical interpretations on the state of the business at any moment in time.
Quotes and Order Entry	Sales users have the functionality to automatically generate sales proposals using predefined templates. The most up to date quotes are delivered with access to the latest product information.	Maximises efficiency, reduces the margin for error and professionalises communications.
Territory Management	With Sage CRM, assignment rules automatically route leads to the relevant sales representatives based on territories. It is also possible	Gains insight into sales effectiveness and performance by territory.

	to create new teams and re-assign ownership and view marketing campaigns, response rates and associated sales revenue by territory.	
Escalation and Notification Alerts	Sage CRM delivers periodic messages to sales managers summarising critical opportunity and forecast information for their direct reports.	Ensures business opportunities are always retained and worked on.
Sales Process Automation	Vital information can be retrieved quickly and easily, time is organised, and administrative tasks are reduced to a minimum.	Enables users to concentrate on their primary purpose which is selling.
Workflow	With Sage CRM, the sales process may be organised simply, diaries coordinated and filled and tasks scheduled with easy-to-use point and click technology. The in-built workflow can be followed out-of-the box or customised to reflect your business process.	Automates the sales process, enables sales to be more effectively managed and maximises sales effectiveness.
Pipeline Management	Sage CRM permits sales teams to effectively analyse and manage the sales pipeline, with the ability to review the history of every account. Valuable sales resources can concentrate on selling while sales teams are more effectively managed.	Purchase patterns and sales performance become clear which ensures that the value of each deal is maximised. Increases revenue growth as sales professionals are provided with tools to increase productivity and efficiency.
Document Sharing	Literature fulfilment can be automated and simplified.	Decreases administrative and other non-revenue generating activities which all impact on business and personal performance.
My CRM and Team CRM	Individual and team views of activities are available.	Gives both individuals and management a single view of business activities as and when required.

With Sage CRM Sales Force Automation, real-time sales opportunity analysis is provided instantly. Sage CRM provides a snapshot of all opportunities within the sales pipeline, allowing sales teams to effectively analyse and manage deals at every stage. The sales process is automated, streamlining your business and enabling better business management.

About Sage CRM

Sage CRM is an easy-to-use, fast-to-deploy Customer Relationship Management solution comprising Sales, Marketing and Customer Service Automation. Highly flexible, Sage CRM comes with fully customisable business process automation and offers out-of-the-box integration to leading Sage ERP solutions. Sage CRM is a fully web-based application and is available on-premise or on-demand for complete freedom of choice.

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