



# BLUECAMROO

# EXTENDED PROFILE



## OVERVIEW

BlueCamroo is a complete and fully integrated business solution that helps SMBs manage their customer relationships, their projects, and their business as a whole.

BlueCamroo combines CRM, Project Management, Customer Support Ticketing, Billing and Invoicing, Time Tracking, Expense and Resource management, and much more.

BlueCamroo's goal is to provide the tools for businesses to effectively manage their business processes such as finding new leads, creating proposals, converting leads into customers, building and executing projects efficiently, tracking employee time spent on projects and tasks, billing customers, providing support and managing customer needs from end-to-end.

BlueCamroo aims to create a transparent environment to allow different departments to collaborate with each other in order to eliminate gaps and blind spots within business processes.



## SOFTWARE SPECIFICATION

OVERVIEW	
PRODUCT NAME	BlueCamroo
SOFTWARE FEATURES	
API ACCESS	✓
CADENCE	✗
CONTACT MANAGEMENT	✓
CONTRACT MANAGEMENT	✓
DATABASE MANAGEMENT	✓
FUNNEL REPORTING	✓
INTEGRATIONS	✓
PARTNER TRACKING	✗
PERFORMANCE REPORTING	✓
PIPELINE MANAGEMENT	✓
PRODUCT & PRICE CONTROL	✓
SALES GAMIFICATION	✗
	✓

QUOTATION HANDLING	
TASK ASSIGNMENT	✓
TERRITORY/QUOTA MANAGEMENT	✗
<b>SUPPLEMENTARY FEATURES</b>	
CPQ	✗
CUSTOMER SERVICE AUTOMATION	✓
MARKETING AUTOMATION	✓
SOCIAL RELATIONSHIP MANAGEMENT	✓
<b>CUSTOMER SIZE</b>	
SMALL (1-50 USERS)	✓
MEDIUM (51-200 USERS)	✓
ENTERPRISE (201+ USERS)	✗
<b>OTHER FEATURES</b>	
MULTIPLE LOCATIONS	✓
MULTIPLE CURRENCY	✓
CUSTOMIZABLE	✓
<b>MOBILE FEATURES</b>	
IOS APP	✗
ANDROID APP	✗
NATIVE WEB APP	✓

<b>HOSTING METHOD</b>	
<b>CLOUD</b>	✓
<b>ON-PREMISE</b>	✗
<b>FURTHER INFORMATION</b>	
<b>PRICING</b>	\$49 / user / month (\$41 if billed annually)
<b>IMPLEMENTATION TIMEFRAME</b>	2 Months



## SOFTWARE SCREENSHOTS

Consolidated Widgets Services | Jack
Search All Sections Advanced

Thursday, April 23, 2015

Main

What's New

Update Stream

My Lists

Tasks

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Opportunities

Sales Quotes

Sales Orders

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Cases

Analyze

Dashboard

Reports

Marketing

Social Scout

Email Marketing

**New Tasks Assigned to Me (3)**

Task	Related To	Due	Assigned To
<a href="#">Review Contract Notes</a>		2015-03-17 5:00 PM	Jack
<a href="#">Follow up</a>	<a href="#">JalaTech</a>	Today 11:30 AM	Sales Team
<a href="#">Follow up on new Website Lead</a>	<a href="#">JalaTech</a>	Today 12:30 PM	Sales Team

**Current Tasks (10)**

Task	Related To	Due	Status
<a href="#">Check &amp; Approve Client Brief</a>	<a href="#">Requirements   UsherTech Project   UsherTech</a>	2015-02-05 5:00 PM	In Progress
<a href="#">Send the Letter</a>	<a href="#">JalaTech</a>	Today 11:30 AM	Not Started
<a href="#">Call Contact</a>	<a href="#">J&amp;J Widgets   Johnston &amp; Johnston</a>	Today 12:30 PM	Not Started
<a href="#">Call Contact</a>	<a href="#">Jala Widgets   JalaTech</a>	Today 1:30 PM	Not Started
<a href="#">Check &amp; Approve Client Brief</a>	<a href="#">Requirements   TJ's Widgets   Morgan Industries</a>	Today 5:00 PM	Not Started
<a href="#">Check &amp; Approve Client Brief</a>	<a href="#">Requirements   Nordby Widgets   Nordby Tech</a>	Today 5:00 PM	Not Started
<a href="#">Update Reports</a>	<a href="#">BlueTech</a>	2015-04-24 5:00 PM	Not Started
<a href="#">Send the Letter</a>	<a href="#">Boring Widgets</a>	2015-04-24 5:30 PM	Not Started
<a href="#">Check &amp; Approve Client Brief</a>	<a href="#">Requirements   Fitz Widgets   Fitz Tech</a>	2015-04-27 5:00 PM	Not Started

**Undated Tasks (2)**

Task	Related To	Status
<a href="#">Calling Maddy</a>	<a href="#">Madelyn Wilkins</a>	In Progress
<a href="#">Finish Proposal</a>	<a href="#">Codger Widgets   Codger Enterprises</a>	Not Started

**Current Events (2)**

This Week						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
19	20 <a href="#">Monday Morning Meet...</a>	21	22 <a href="#">Afternoon Coding Sess...</a>	23	24	25

April 2015

Sun	Mon	Tue	Wed	Thu	Fri	Sat
29	30	31	1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	1	2

**To Dos**

- [Buy Printer Ink and Paper](#) Sep 12
- [Rhonda's Birthday Party](#) Sep 16
- [Clean up some files](#)
- [Buy eggs](#)

[List of To Dos](#)

[Add a list](#)

### Consolidated Widgets Services | Carlo

Opportunities and Sales

**New Opportunities**  
19 (Widgetset Est: \$2,375,000)

**Open Opportunities**  
33 (\$4,474,440)

**Opportunities Closed (West)**  
2 (\$3,230,000)

**Questions Answered**  
3 (\$4,744,000)

Total Sales: 3 (\$4,744,000)

Opportunity Phase	Number of Opportunities	Weighted Value	Opportunity Value
At Start of Month	Change	At Start of Month	Change
Preparation	12	2	14
Qualification	2	0	2
Proposal	0	0	0
Question Submitted	1	0	1
Integration	0	0	0
Contract Awarded	0	0	0
<b>Total Pipeline Value</b>	<b>17</b>	<b>2</b>	<b>19</b>

Most Recent Opportunities

Customer	Name	Estimated Value	Close Date
Heart Patients	101 (Closed)	1,000	2015-02-28
Heart Health	100 (Closed)	400	2015-02-28
ABC Corp	100 (Open)	0	2015-03-31

### Consolidated Widgets Services | Carlo

Projects

**New Projects**  
3

**Completed Projects**  
77

Open Projects: 77

Customer	Name	Owner	Value
Heart Health	100 (Closed)	Carlo	2,000
ABC Corp	100 (Open)	Carlo	0
ABC Corp	100 (Open)	Carlo	1,000
ABC Corp	100 (Open)	Carlo	1,000

Slipping Projects

Customer	Name	Owner	Overdue Days
Heart Health	100 (Closed)	Carlo	15
ABC Corp	100 (Open)	Carlo	15
ABC Corp	100 (Open)	Carlo	15
ABC Corp	100 (Open)	Carlo	15

Most Open Cases

Name	Open Cases	Closed Cases
ABC Widgets	2	0
ABC Widgets	0	0
ABC Widgets	0	0
ABC Widgets	0	0
ABC Widgets	0	0

### Consolidated Widgets Services | Carlo

Opportunities | 2015 Widgets

Qualification | 10% [Convert](#)

Status Update: I've looked through the email and will begin setting up our proposal.

Update Stream

Jack posted an update about an email Today @ 3:50 PM  
 I've spoken at length with both [Joe Blue](#) and [Abigail Mills](#) about this, and they're ready to refresh their Widgets for 2015. I've attached the files I've sent them as a preview.

Jack added an update Today @ 3:45 PM Phase: Qualification  
 I've spoken at length with both [Joe Blue](#) and [Abigail Mills](#) about this, and they're ready to refresh their Widgets for 2015. I've attached the files I've sent them as a preview.

Our next step is to get a detailed list of what they want and deliver a quote.

- [Nicole Gray](#) will take point on the technical aspects, we'll need an inventory too
- [Luis Garcia](#) I need you to go over the documents before we both sit down with them

Contact Roles

- [Joe Blue](#) Decision Maker 911 532 8797
- [Abigail Mills](#) Influencer

Team Members

- [Jack](#) Team Lead

### Consolidated Widgets Services | Carlo

Canfield Widgets Project

Project Circular Map

Project Details

Customer: Carlo

Project Start: 2015-02-01

Project End: 2015-02-28

Project Manager: Carlo

Project Status: On Track