



SUTICRM

EXTENDED PROFILE



OVERVIEW

SutiCRM is cloud-based customer relationship management software that automates the processes of marketing, sales, support, and contracts from a single multi-sided platform (MSP). This cloud CRM software helps organizations nurture new leads and customers while maintaining strong relationships with existing ones. This centralized, customizable, and easy-to-use cloud CRM software meets the requirements of businesses of all sizes.



SOFTWARE SPECIFICATION

OVERVIEW	
PRODUCT NAME	SutiCRM
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	✗
CUSTOMER SIZE	
SMALL (1-50 USERS)	✓
MEDIUM (51-200 USERS)	✓
ENTERPRISE (201+ USERS)	✓
OTHER FEATURES	
MULTIPLE LOCATIONS	✗
MULTIPLE CURRENCY	✓
CUSTOMIZABLE	✗
MOBILE FEATURES	
IOS APP	✗
ANDROID APP	✗
NATIVE WEB APP	✓
HOSTING METHOD	
CLOUD	✓
ON-PREMISE	✗
FURTHER INFORMATION	
	SaaS / subscription pricing model



SOFTWARE SCREENSHOTS

Waterfall (USD)



Planned Revenues	20000.00	10000.00	25000.00	150000.00	1500.00	10000.00	2000000.00	3.00	1000.00	1250.00	1000.00	1000.00			
2018 CY	Jan2018	Feb2018	Mar2018	Apr2018	May2018	Jun2018	Jul2018	Aug2018	Sep2018	Oct2018	Nov2018	Dec2018	Cumulative Actual	Cumulative Planned	%Actual
Jan-2018	23265.00	0.00	0.00	1000.00	77.00	77.00	1200.00	2077.00	1077.00	1277.00	1077.00	1077.00	23265.00	20000.00	116.00
Feb-2018	23265.00	10580.00	0.00	1000.00	77.00	77.00	1200.00	2077.00	1077.00	1277.00	1077.00	1077.00	33845.00	30000.00	112.00
Mar-2018	23265.00	10580.00	27425.50	1000.00	77.00	77.00	1200.00	2077.00	1077.00	1277.00	1077.00	1077.00	61270.00	55000.00	111.00
Apr-2018	23265.00	10580.00	27425.00	163016.00	77.00	77.00	1200.00	2077.00	1077.00	1277.00	1077.00	1077.00	224286.00	205000.00	109.00
May-2018	23265.00	10580.00	27425.00	163016.00	10000.00	10805.00	2034387.00	4.00	1077.00	1277.00	1077.00	1077.00	226097.00	206500.00	109.00
Jun-2018	23265.00	10580.00	27425.00	163016.00	77.00	77.00	1200.00	2077.00	1077.00	1277.00	1077.00	1077.00	236902.00	216500.00	109.00
Jul-2018	23265.00	10580.00	27425.00	163016.00	1811.00	10805.00	2034387.00	4.00	1077.00	1277.00	1077.00	1077.00	2271289.00	2216500.00	102.00
Aug-2018	23265.00	10580.00	27425.00	163016.00	1811.00	10805.00	2034387.00	4.00	1077.00	1277.00	1077.00	1077.00	2271293.00	2216503.00	102.00
Sep-2018	23265.00	10580.00	27425.00	163016.00	1811.00	10805.00	2034387.00	4.00	1077.00	1277.00	1077.00	1077.00	2271293.00	2217503.00	102.00
Oct-2018	23265.00	10580.00	27425.00	163016.00	1811.00	10805.00	2034387.00	4.00	1077.00	1277.00	1077.00	1077.00	2271293.00	2218753.00	102.00
Nov-2018	23265.00	10580.00	27425.00	163016.00	1811.00	10805.00	2034387.00	4.00	1077.00	1277.00	1077.00	1077.00	2271293.00	2219753.00	102.00
Dec-2018	23265.00	10580.00	27425.00	163016.00	1811.00	10805.00	2034387.00	4.00	1077.00	1277.00	1077.00	1077.00	2271293.00	2220753.00	102.00

Planned Revenue : 10000.00
 Actual Sales : 10805.00
 Forecast Value : 77.00
 Difference : 805.00

* Note:
 Color : Forecast Values Color : Actual Sales <= Planned Revenue Color : Actual Sales > Planned Revenue Color : Planned Revenues

Update Campaign

[Update](#) [Add Members](#) [View Members](#)

Campaign Information

Name: Type:

Start Date: End Date:

Code: Status:

Assigned To: Budget:

Description:

Add Notes

Content:

Details

Reference Id:

Created By:

Modified By:

Created On:

Modified On:

Member Analysis Details

Sent:

Delivered:

Open Rate:

Click Through Rate:

Update Contract

[Preview](#) [Update](#) [Send Email](#) [Delete](#)

Contract Information

Name: Owner:

Period in months: Status:

Start Date: End Date:

Account: SLA Details:

Product:

Customer Signed: Company Signed:

Before Days: Frequency:

Details

Reference Id:

Created By:

Modified By:

Created On:

Modified On:

[Show Reminders](#)

[Show Address Information](#)

Dashboard

[Dashboard](#)

Converted Contacts

1 1

Min | Team

Opportunities to Close

16 16

Min | Team

Created Contacts

65 65

Min | Team

Closure Rate (In %)

35.29 35.29

Min | Team

Created Leads

118 118

Min | Team

Win Count

12 12

Min | Team

Total Won Deal Size (in USD)

5,577.00 5,577.00

Min | Team

Invoices

3 3

Min | Team

Average Duration by Stages

[Chart Type](#)

Marketing Qualified Sales Qualified Initial Demo Demo to Key Decision Makers
 Proposal Submitted Price Negotiation Post Proposal

Leads by Status

[Chart Type](#)

Detailed Forecast - OP00666

Product

Name: Type:

Owner: Opportunity:

From: 2019 To: 2019

Forecast Details

Month	Quantity	Unit Price	Revenue (USD)	Month	Quantity	Unit Price	Revenue (USD)
Sep-2019	100.0	10.00	1000.00	Oct-2019	200.0	20.00	4000.00
Nov-2019	300.0	30.00	9000.00	Dec-2019	400.0	40.00	16000.00

Forecast History

[Forecast Pending Approval \(0\)](#)