



**WEB CRM**

**EXTENDED PROFILE**



## OVERVIEW

WebCRM is a web-based CRM solution aimed towards small and growing B2B sales teams.

The flexible activity-based package is designed by salespeople for salespeople specifically to ensure teams follow up on opportunities, generate leads, and manage their pipelines and is ideal for teams looking to improve their conversion rates.

The standout element of the webCRM solution is the unique 'Activities' feature, which is geared towards ensuring sales teams collaboratively generate and follow up leads, close sales, and plan marketing campaigns. The pipeline management system incorporates budgeting, quotation generation, and analytics. An events tool provides users with the functionality to plan and manage events within the web application. An API allows clients to fully customize their CRM solution.

WebCRM is a cloud-based solution, accessible on desktop and mobile devices with an internet browser installed. It can be fully integrated with a host of third-party software, including Microsoft Outlook, Microsoft Dynamics, and Google Apps. Pricing plans are based on a per-user, monthly subscription basis.

## FEATURE OVERVIEW

## SOFTWARE SPECIFICATION

<b>OVERVIEW</b>	
PRODUCT NAME	Web CRM
<b>SOFTWARE FEATURES</b>	
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>	

CLOUD	✓
ON-PREMISE	✗
<b>FURTHER INFORMATION</b>	
PRICING	From £18 /user/month. Minimum 2 users.