



SALESNET CRM

EXTENDED PROFILE



OVERVIEW

Salesnet CRM is a configurable CRM packaged aimed at small to medium sized businesses in the B2B marketplace, particularly those hoping to improve the efficiency of their sales process.

Sales force automation is the central theme of the Salesnet CRM package. Coupled with visual dashboards, pipelines, and forecasts, Salesnet offers a 'CRM made simple' package. This incorporates marketing automation and project management features, such as email marketing and campaign management, alongside its sales functionality, aiming to bring everything together under a single user-friendly software solution.

A key feature of Salesnet CRM is its configure ability, the customization process does not require technical prowess or knowledge of coding languages. The Salesnet Process Builder, for example, is a patented engine that can be adapted to the client's operations via customizable workflows and smart-forms. Advanced customizations are possible via an XML Web Services API and third party integrations are supported.

Salesnet CRM is available in three packages; Express, Professional, and Enterprise. All are cloud-based solutions, available on desktop and mobile devices. The first two are billed annually on a per-user, per-month basis. The Enterprise solution offers clients dedicated support, custom functionality and enhanced security operations and Salesnet request customers to contact them for a quotation.

FEATURE OVERVIEW

SOFTWARE SPECIFICATION

| OVERVIEW | |
|-------------------------|--------------|
| PRODUCT NAME | Salesnet CRM |
| 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 | ✗ |
| SUPPLEMENTARY FEATURES | |
| CPQ | ✗ |
| CUSTOMER SERVICE AUTOMATION | ✓ |
| MARKETING AUTOMATION | ✓ |
| SOCIAL RELATIONSHIP 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 | |
| PRICING | *From \$25/user/month. Up to 5 users. *Billed annually. |