



LESS ANNOYING CRM EXTENDED PROFILE



OVERVIEW

Less Annoying CRM from Less Annoying Software LLP caters to small businesses, delivering the tools to manage customers and leads.

Designed from the ground up to be easy to use and avoid features that cause unnecessary annoyance, Less Annoying CRM is purpose-built for small companies, removing the complexities present in software for large organizations. As a result of this Less Annoying CRM is able to be operated by a single individual business owner or by a small team to manage CRM needs effectively.

Bringing together contacts, calendar events and leads into a single, easy to use platform, Less Annoying Software CRM aims to streamline business operations, while also allowing seamless collaboration between users. Fully customizable layouts and settings put the user in control so that Less Annoying CRM fits the specific requirements of different businesses in an easy-to-use manner that requires little technical knowledge.

Less Annoying CRM is entirely web-based, meaning it can be accessed from desktops, laptops, tablets, and smartphones, with both iOS and Android optimization. A per month per user pricing system applies for all customers with no long term contracts.

SOFTWARE SPECIFICATION

OVERVIEW	
PRODUCT NAME	Less Annoying 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	✗
	✗

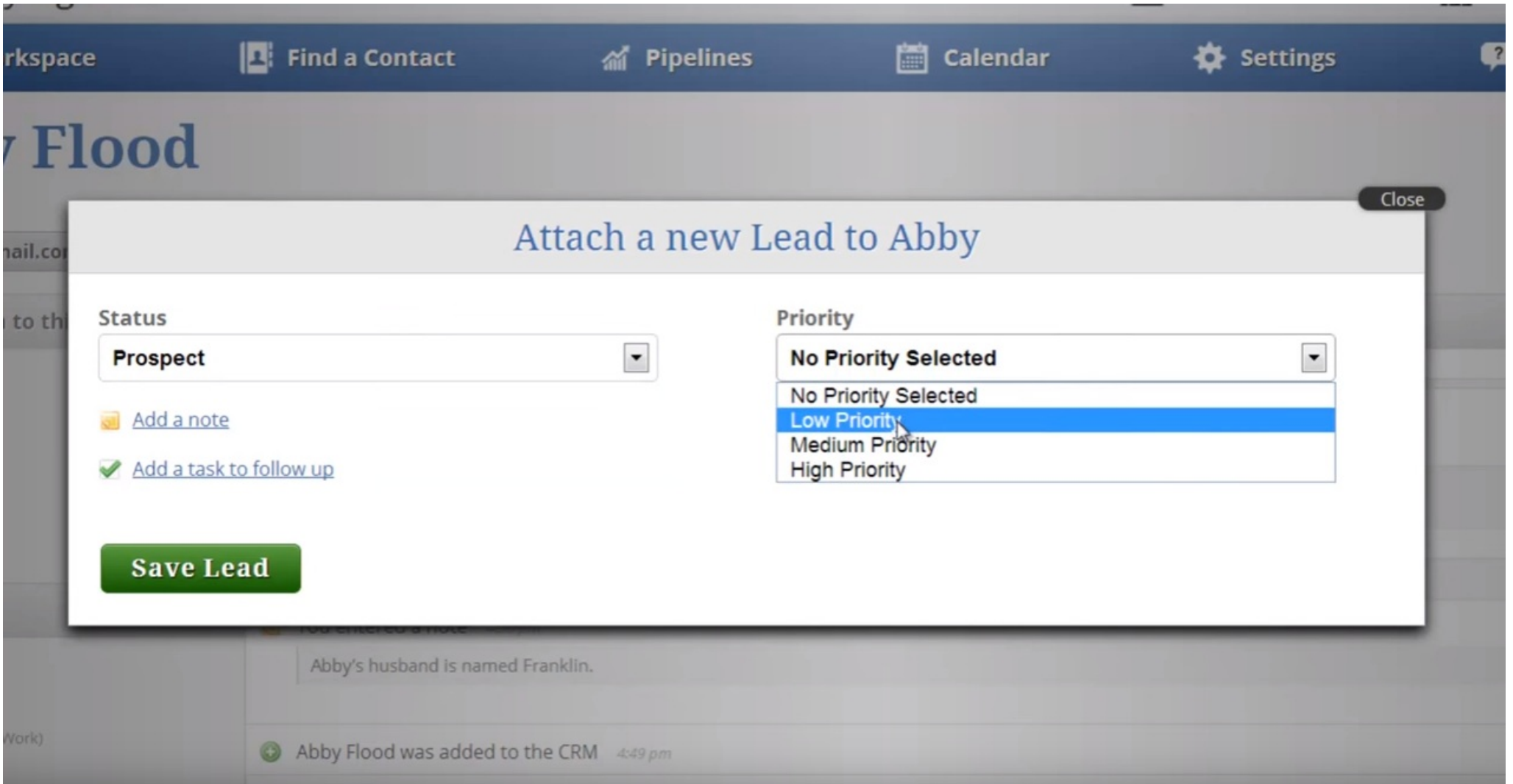
QUOTATION HANDLING	
TASK ASSIGNMENT	✓
TERRITORY/QUOTA MANAGEMENT	✓
CUSTOMER SIZE	
SMALL (1-50 USERS)	✓
MEDIUM (51-200 USERS)	✗
ENTERPRISE (201+ USERS)	✗
OTHER FEATURES	
MULTIPLE LOCATIONS	✓
MULTIPLE CURRENCY	✓
CUSTOMIZABLE	✓
MOBILE FEATURES	
IOS APP	✗
ANDROID APP	✗
NATIVE WEB APP	✓
HOSTING METHOD	
CLOUD	✓
ON-PREMISE	✗
FURTHER INFORMATION	
	\$10 per user/month

PRICING

IMPLEMENTATION TIMEFRAME

1 Day

SOFTWARE SCREENSHOTS



The screenshot displays the Less Annoying CRM interface. At the top, a dark blue navigation bar contains the following elements from left to right: 'Workspace', 'Find a Contact' (with a person icon), 'Pipelines' (with a bar chart icon), 'Calendar' (with a calendar icon), and 'Settings' (with a gear icon). Below the navigation bar, the name 'Abby Flood' is visible in a large blue font. A modal window titled 'Attach a new Lead to Abby' is open in the center, featuring a 'Close' button in the top right corner. The modal contains two dropdown menus: 'Status' with 'Prospect' selected, and 'Priority' with 'No Priority Selected' selected. The 'Priority' dropdown is open, showing options: 'No Priority Selected', 'Low Priority' (highlighted in blue), 'Medium Priority', and 'High Priority'. Below the dropdowns are two links: 'Add a note' (with a notepad icon) and 'Add a task to follow up' (with a checkmark icon). A green 'Save Lead' button is positioned at the bottom left of the modal. In the background, a contact record for Abby Flood is visible, showing a note: 'Abby's husband is named Franklin.' and a system message: 'Abby Flood was added to the CRM 4:49 pm'.

Workspace Find a Contact Pipelines Calendar Settings

Abby Flood

Attach a new Lead to Abby Close

Status: Prospect

Priority: No Priority Selected

- No Priority Selected
- Low Priority
- Medium Priority
- High Priority

[Add a note](#)

[Add a task to follow up](#)

Save Lead

Abby's husband is named Franklin.

Abby Flood was added to the CRM 4:49 pm

Less Annoying CRM Julia Zwick | Logout

Beginner's Guide 0% complete

Your Workspace Find a Contact Leads Calendar Settings Help

Your Workspace Today's events, tasks, and everything else you need to get your work done

Today's events [View report](#) [View calendar](#)

- 9:00 am - 10:30 am Conference call
- 11:30 am - 12:00 pm Quick chat with Kathleen
- 12:30 pm - 1:30 pm Lunch @ Martini's
- 9:00 pm - 10:30 pm Skype call with Chinese design team

Today's tasks [New task](#) [View task report](#)

- Finalize proposal and email to Koit [Linked to Koiten Diaz](#)
- Check back-in [Linked to Luke Rosenthal](#)
- Call to brief on product offerings / send samples [Linked to Renee Reyes](#)
- Finish presentation for marketing meeting
- Renew monthly popcorn subscription **1 days overdue**

Pipeline Report

Leads

Prospect: 4
Qualified Lead: 0

Activity Feed Today (Wednesday, April 12th) [View full activity report](#)

- Jane Lynn** Sales Rep at Matt's Conversions
You entered a note 11:15 am
Jane came by the office for a quick chat and dropped off some mock-ups for the converter. Left them on Alex's desk, and set him a reminder in the CRM to check in with her tomorrow when he's back in the office.
- Check back in**
You completed this task [Linked to Luke Rosenthal](#) 11:14 am
- Molly Socolovich** Competence Officer at Adequacy Assured Inc.
You updated this lead 11:14 am
Status: Prospect
Priority: High
Molly is definitely super interested in learning more - I sent her over some initial information, and she's going to talk to her manager and find out exactly what else she needs to get approval. She'll call back tomorrow, but I'll follow up Friday if I don't hear from her.
- Conference call**

Your Workspace Find a Contact Pipelines Calendar Settings Help

Shelby Carpenter
Sales Rep at Matt's Conversions
sales@mattconversions.com (635) 245-2235

Attach an item to this contact

Lead
Product
Task
Goal
File
Relationship with another contact

Activity Feed

Upcoming Events: Call with Shelby Friday, March 3rd, 2017 at 9:30 am - 10:00 am

Pipeline: **Lead** (Current Status: Prospect) [View Sales](#) **High Priority**

Groups: [Mkt at conversion 1/31/17](#) [Neworder](#)

Activity Feed

Enter a note about Shelby

Today (Friday, March 3rd)

- You updated this lead 6:44 am
Status: Prospect
Priority: High
- You attended the event [Call with Shelby](#) 6:30 pm - 10:00 am

Contact Info

Company: Other Wash

Site: sales@mattconversions.com (view)

Phone: (635) 245-2235 (view)

Sales Rep

Office: S/13/1980 (view - edit)

Account ID: HFF932

Company Info

Company: Matt's Conversions

Site: sales@mattconversions.com (view)

Phone: 324-777-5546 (view)

Activity Feed [View full activity report](#)

Today (Wednesday, April 12th)

- Jane Lynn** Sales Rep at Matt's Conversions
You entered a note 11:15 am
Jane came by the office for a quick chat and dropped off some mock-ups for the converter. Left them on Alex's desk, and set him a reminder in the CRM to check in with her tomorrow when he's back in the office.
- Check back in**
You completed this task [Linked to Luke Rosenthal](#) 11:14 am
- Molly Socolovich** Competence Officer at Adequacy Assured Inc.
You updated this lead 11:14 am
Status: Prospect
Priority: High
Molly is definitely super interested in learning more - I sent her over some initial information, and she's going to talk to her manager and find out exactly what else she needs to get approval. She'll call back tomorrow, but I'll follow up Friday if I don't hear from her.
- Conference call**
You attended this event 9:00 am - 10:30 am

Monday, April 10th

- Renee Reyes** Red Top Barns

9:00 pm - 10:30 pm Skype call with Chinese design team

Today's tasks [New task](#) [View task report](#)

- Finalize proposal and email to Koit [Linked to Koiten Diaz](#)
- Check back-in [Linked to Luke Rosenthal](#)
- Call to brief on product offerings / send samples [Linked to Renee Reyes](#)
- Finish presentation for marketing meeting
- Renew monthly popcorn subscription **1 days overdue**

Activity Feed Today (Wednesday, April 12th)

- Jane Lynn** Sales Rep at Matt's Conversions
You entered a note 11:15 am
Jane came by the office for a quick chat and dropped off some mock-ups for the converter. Left them on Alex's desk, and set him a reminder in the CRM to check in with her tomorrow when he's back in the office.
- Check back in**
You completed this task [Linked to Luke Rosenthal](#) 11:14 am
- Molly Socolovich** Competence Officer at Adequacy Assured Inc.
You updated this lead 11:14 am
Status: Prospect
Priority: High
Molly is definitely super interested in learning more - I sent her over some initial information, and she's going to talk to her manager and find out exactly what else she needs to get approval. She'll call back tomorrow, but I'll follow up Friday if I don't hear from her.