



SALESFLARE

EXTENDED PROFILE



OVERVIEW

Salesflare CRM is a software solution aimed at sales teams in organizations of all sizes.

The product is designed to minimize the amount of time sales staff spend inputting data into their CRM solution; Salesflare claim to reduce time spent on data entry by over 70%. It is, therefore, ideal for teams that find themselves spending a lot of time manually entering contact information into their sales software or have large existing databases of client information.

The product's key feature is its intelligent, automated data collection engine, which gleans client contact information from the internet, email accounts and existing databases. The engine automatically populates the software's contact book, saving teams vast amounts of time. Salesflare's software collaboration tool is another useful feature. It records detailed customer interaction information, so teams can automatically track the conversations they are having with their clients.

Salesflare can be used on mobile devices via their Android and iOS apps.



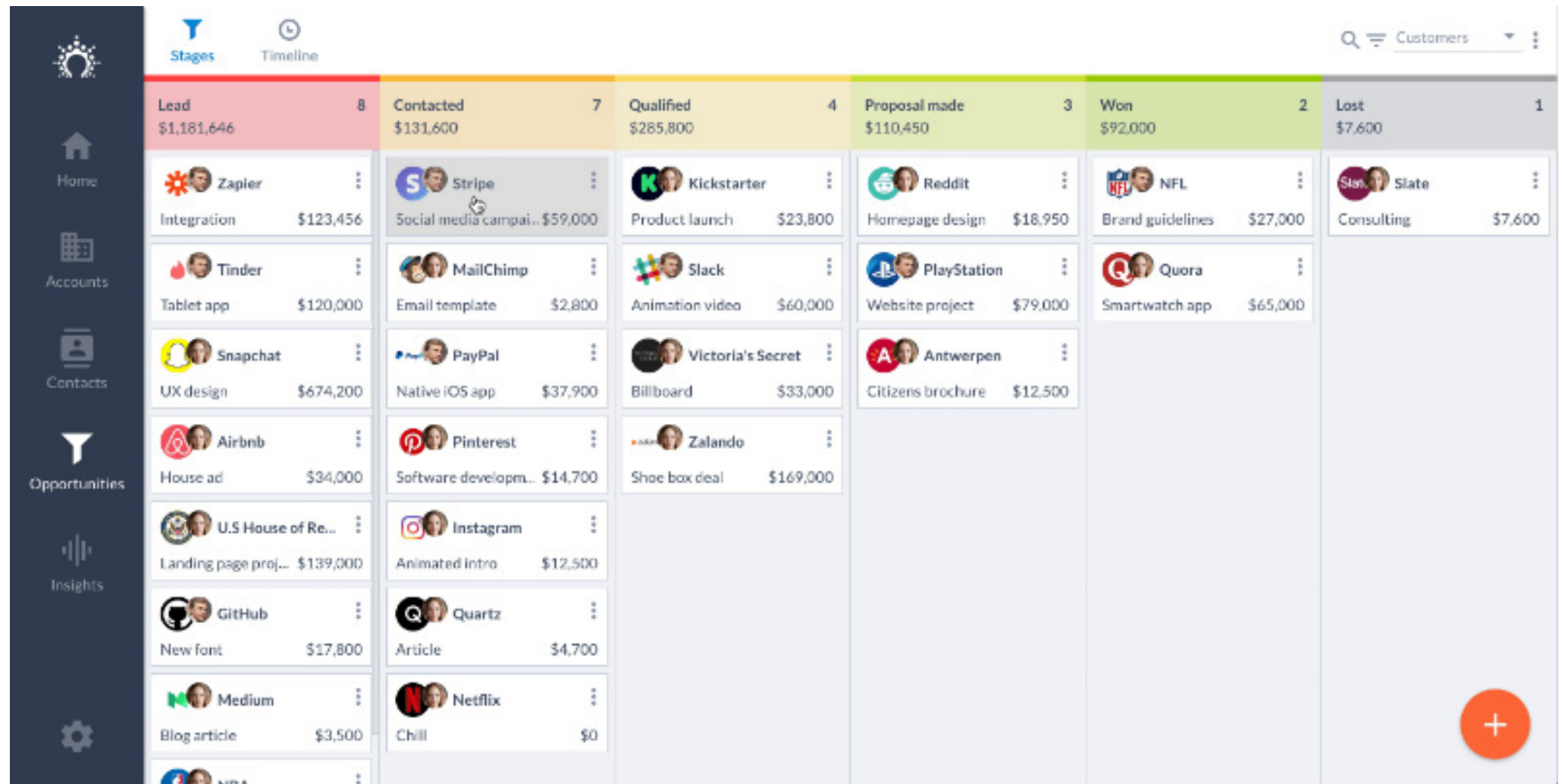
SOFTWARE SPECIFICATION

OVERVIEW	
PRODUCT NAME	Salesflare
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	\$30/user/month (paid annually), \$35/user/month (paid monthly)
IMPLEMENTATION TIMEFRAME	1 Day

SOFTWARE SCREENSHOTS



The screenshot displays the Salesflare CRM interface, showing a pipeline view of deals. The interface includes a sidebar with navigation options (Home, Accounts, Contacts, Opportunities, Insights, Settings) and a main area with a top navigation bar (Stages, Timeline) and a search bar (Customers). The pipeline is divided into six stages, each with a color-coded header and a list of deals below it.

Lead	Contacted	Qualified	Proposal made	Won	Lost
8 \$1,181,646	7 \$131,600	4 \$285,800	3 \$110,450	2 \$92,000	1 \$7,600
<ul style="list-style-type: none"> Zapier: Integration \$123,456 Tinder: Tablet app \$120,000 Snapchat: UX design \$674,200 Airbnb: House ad \$34,000 U.S. House of Re...: Landing page proj... \$139,000 GitHub: New font \$17,800 Medium: Blog article \$3,500 NBA: [Deal] 	<ul style="list-style-type: none"> Stripe: Social media campai... \$59,000 MailChimp: Email template \$2,800 PayPal: Native iOS app \$37,900 Pinterest: Software developm... \$14,700 Instagram: Animated Intro \$12,500 Quartz: Article \$4,700 Netflix: Chill \$0 	<ul style="list-style-type: none"> Kickstarter: Product launch \$23,800 Slack: Animation video \$60,000 Victoria's Secret: Billboard \$33,000 Zalando: Shoe box deal \$169,000 	<ul style="list-style-type: none"> Reddit: Homepage design \$18,950 PlayStation: Website project \$79,000 Antwerpen: Citizens brochure \$12,500 	<ul style="list-style-type: none"> NFL: Brand guidelines \$27,000 Quora: Smartwatch app \$65,000 	<ul style="list-style-type: none"> Slate: Consulting \$7,600

