



DATA SHEET

Soft1 CRM



Soft1 CRM fully automates all customer service, sales and marketing procedures. It brings together your customers information in one place, enabling your executives to leverage that data for resolving support issues and efficiently manage orders, payments, leads and sales opportunities.

MAIN BENEFITS

Anywhere, anytime access

Enjoy secure and reliable access of your customers from anywhere and with any device, utilizing the unique capabilities offered from Soft1 CRM!

Faster and better decision-making

Take advantage of the powerful Soft1 Reporting tools and improve all decision-making processes.

Seamless integration with Soft1 modules

Manage and utilize all available information securely and quickly, creating group-actions per case using indexes of related Soft1 modules.

Manage email and tasks with Outlook

Manage emails through Soft1 CRM and synchronize your data with Outlook through selective updating of contacts and incoming or outgoing emails.

Automation

Create an unlimited number of automatic notifications, reminders, prohibitions, updates etc. for more efficient handling of business requirements.

MODULES

Contacts – Accounts

Sales activities

Sales opportunities – leads

Offers and orders

Salesperson /collectors management

Campaigns

Customers support requests



Soft1 CRM

TYPICAL FEATURES

Two-way integration with MS Office, Gmail, MS Office 365 for contacts, activities and emails

Preset modules for managing your daily operations such as calls, meetings, email (MS Outlook import-export), general tasks

Complete contact and account management

Manage and transform leads into sales opportunities

Integrated management of sales opportunities

Management of scale for closing probabilities

Detailed activity monitoring for sales team

Pipeline reporting

Customer's lists and groups and potential customer's lists and groups

Automated implementation of promotional activities

Support of multiple type of promotional activities

Analysis for the efficiency of sales opportunities and of promotional activities

Design of questionnaires and management mechanism for responses

Detailed monitoring of every contact with each customer, (eg. phone, fax, email, sms, etc.)

Complete monitoring for offers along with the ability to create new offer based on a precious offer (new-version-offer)

Flexible monitoring and of all important elements such as sales stages, competition, recommendations, partners, resources, persons involved, estimated time and revenue, probability of success, etc.



Soft1 ERP offers everything your business needs to reduce its operating cost and improve its effectiveness

Rich functionality

Innovative Cloud operation

Advanced Enterprise Mobility solutions

**Alternative operational methods
(user licenses or subscription service)**

Low TCO (total cost of ownership)

Easy implementation and high scalability

Fast business process adaptation

Easy integration with other systems

Value-added services from certified partners