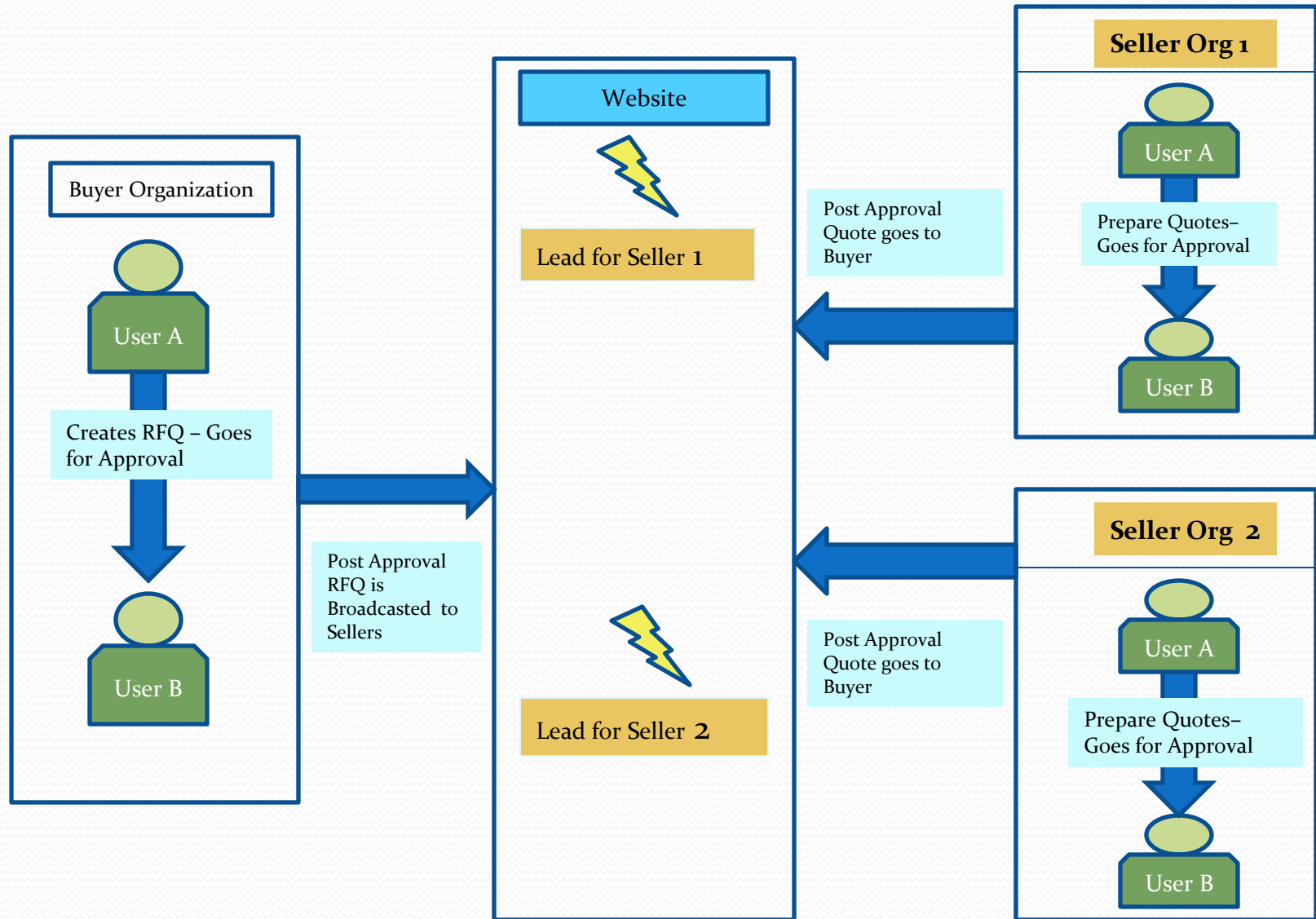


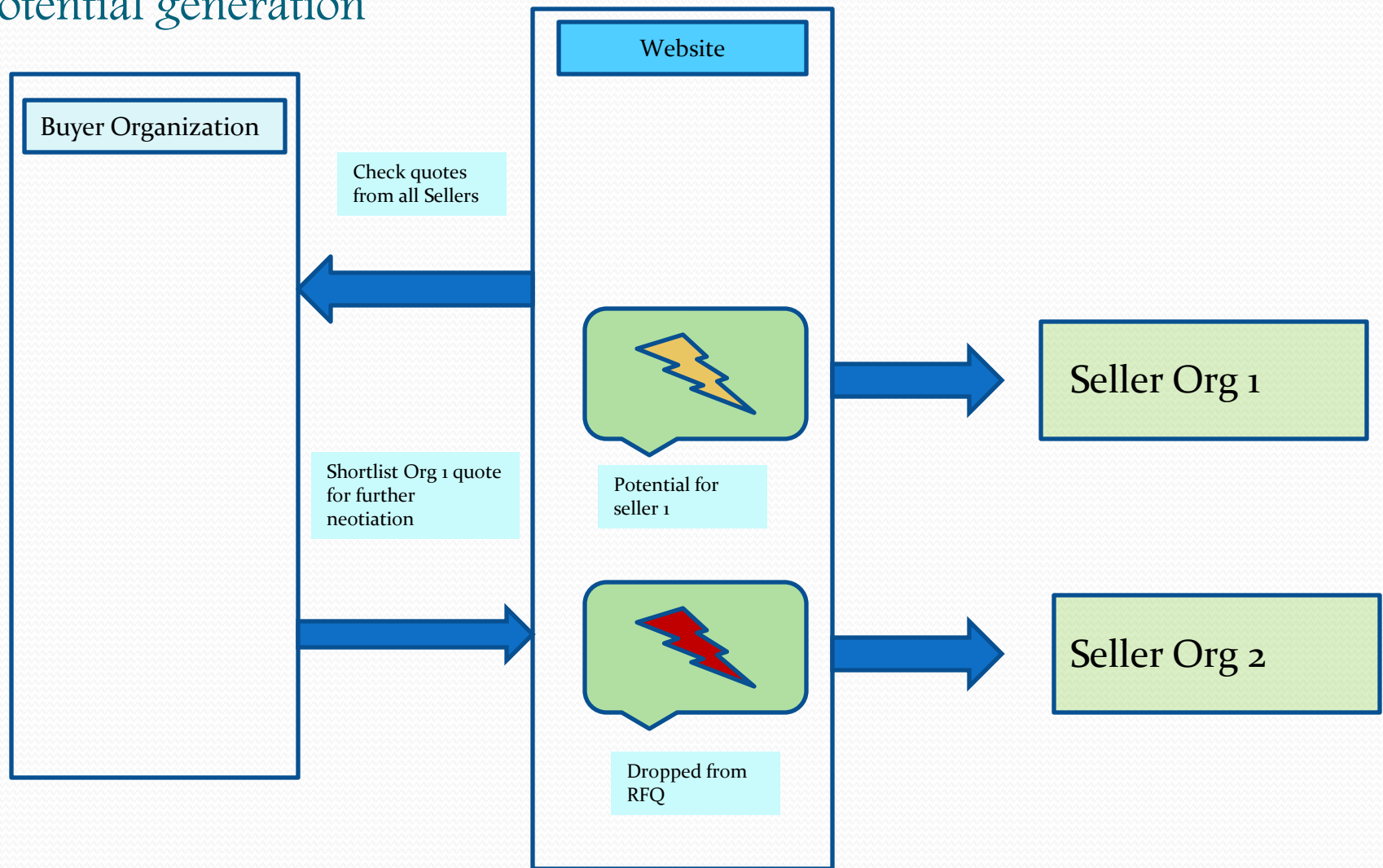
# Features

- Facebook of CRM –
  - First CRM which allows both the buyer and seller to work in sync within the same website – no duplicate data entry
  - First CRM which allows the buyer to float RFQ and get responses from sellers within the site. The registered sellers get automatic lead notifications.
  - Only CRM where the buyer can track the reputation of the seller from other buyers
  - First CRM where the seller can track the reputation of the buyer from other sellers
- Near zero context switch –
  - All major screens are inter – connected ; users don't need to switch screens/pages to get related information
- Captures the entire flow of
  - Floating a RFQ
  - Managing buyer/seller responses
  - Short listing responses
  - Deal closing
  - Generating PO
  - Invoice generation and defect tracking. If the buyer and seller both are using this website then the buyer and seller can interact in all these stages
- Offers all major out of sync features when either of buyer or seller are not using this website; like Salesforce, Zoho etc.

# How it really works? — What is synchronous lead generation?



# How it really works? — After lead, synchronous potential generation



# How it really works? — Post –potential stages

- Potential stages can be tracked
- Once buyer finalized one seller, the deal is closed
- Post deal closing –
  - Purchase Order is generated, once approved by internal department of the buyer's organization, sent to the Vendor
  - Vendor initiates the delivery process
  - Vendor's sales department creates invoice; post internal approval, invoice is displayed to the buyer
- Client can track defects against any invoice/ order

# Zero context switches

- All deals with a contact and all defects associated with the contact can be traced from the contact screen itself –

[Home](#) [Purchase](#) [Sales](#) [My Products](#) [Defects](#) [Service Requests](#) [Dashboard](#) **Accounts** [User Preferences](#) [Administration](#)

All Accounts

Filter By

Name:  Short Name:  Main Product/Services:  [Filter](#)

		Account Name	Account Short Name	Ph No#	Email	From Site?	Location	Main Prod/Services	All Deals With this Account	All Defects
<input type="radio"/>	<a href="#">Edit</a>		xyzowner10_test	9956734228		N	<a href="#">Show!</a>	<a href="#">Show!</a>	<a href="#">Show!</a>	<a href="#">Show!</a>
<input type="radio"/>	<a href="#">Edit</a>		Short_Con_190			N	<a href="#">Show!</a>	<a href="#">Show!</a>	<a href="#">Show!</a>	<a href="#">Show!</a>

- The seller can track all defects raised against an invoice from the invoice list, also can track the entire payment history for an invoice –

All Invoices Sent By Us

Filter By

RFQ#:  Invoice No:  Transaction No:

Category:  Delivery Status:  Payment Status:  Customer:

Invoice Date (From):  Invoice Date (To):  [Filter](#)

		RFQ#	Invoice#	Currency	Amount	Invoice Details	Invoice Date	Delivery Status	Payment Status	Payment Details	Defects
<input type="radio"/>	<a href="#">Edit</a>		inv_276	INR	1932250	<a href="#">Show!</a>	May-30-2014	Undelivered	Incomplete	<a href="#">Show!</a>	<a href="#">Show!</a>

# How does it help?

- A smarter new generation CRM which increases efficiency in the system by reducing duplicate efforts
- Increased collaboration between buyer and seller
- Faster turn-around through zero context – switch
- Real – time feedback between buyer and seller