What is the problem?

Lead Tracker, whenever the company’s sale team gets a lead, how the approach the lead, updates on the lead, any challenges on the lead(Pricing, Competition and implementation).

1. What is the present situation?

Company doesn’t have an existing software, and need one to improve their efficiency

1. What are the inadequacies of the present situation?

No updates, the company cant take right decision on right because of which opportunities are missed.

1. What IT solutions could be used to solve the problem?

The new software can help the sales manager to have real time updates so they can take right calls on right time

5. What are the strengths of the current system?

6. What are the weakness of the current system?

7. What are your input and output devices?

Updates typed in manually, output should be available to everyone

8. Will you be able to provide live data for testing?

Yes possible

9. What are the main requirements of your system?

Real data that should be available to everyone in an office

10. What is the structure of your system currently?