



# Sales Automation & Online Lead Management Application

# LMS Baba - What we do?



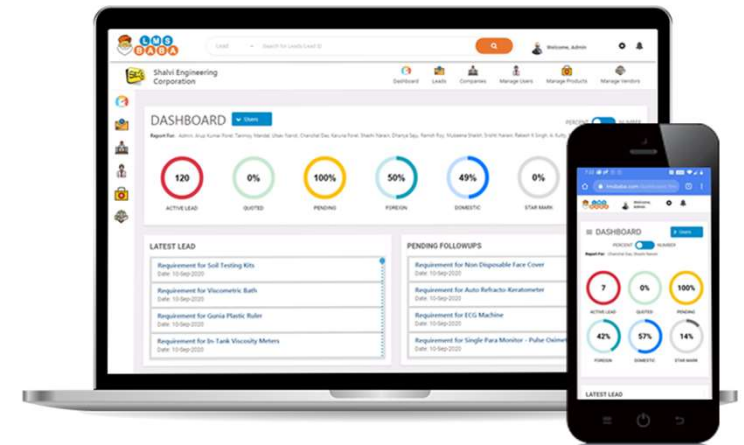
Automates & Simplifies Lead Management



Reduces Time & Effort to Manage Leads



Improves Conversion & Saves Resources



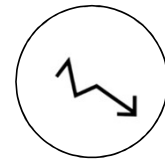
# Challenges for Business



Leakage of Leads



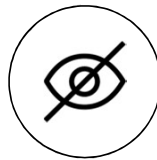
Delay in Response



Inadequate Follow-up



Non-Standard Response



Lack of Visibility



Lack of Accountability

# Solutions for Businesses



- Automates Leads Capturing Across Platforms
- Lead Management Workflow
- Response & Quotation Management
- User & Product Management
- Dashboard & Reports
- Companies Remarketing

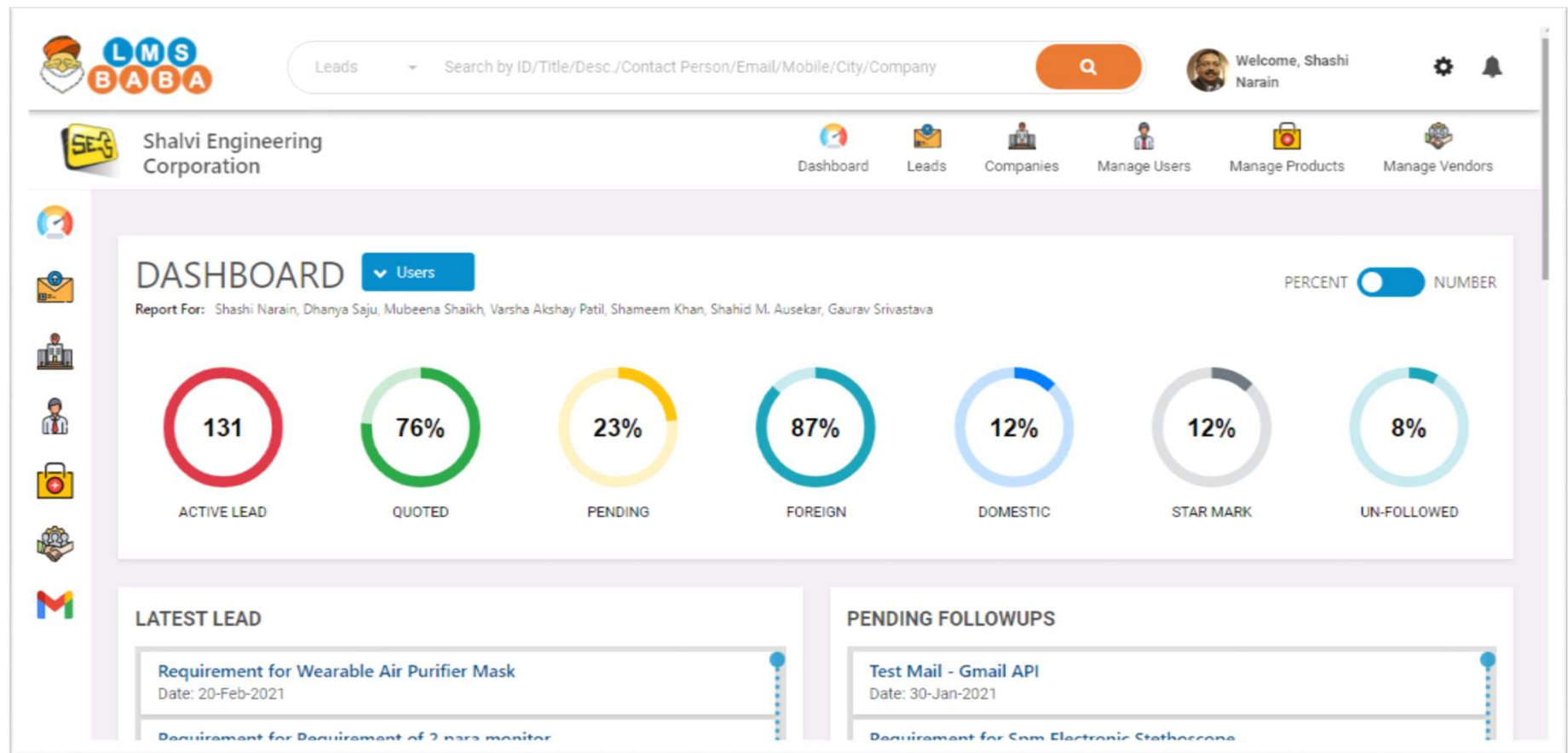


Gmail



csv  
Excel

# Features – Actionable Dashboard



# Features – Lead Board

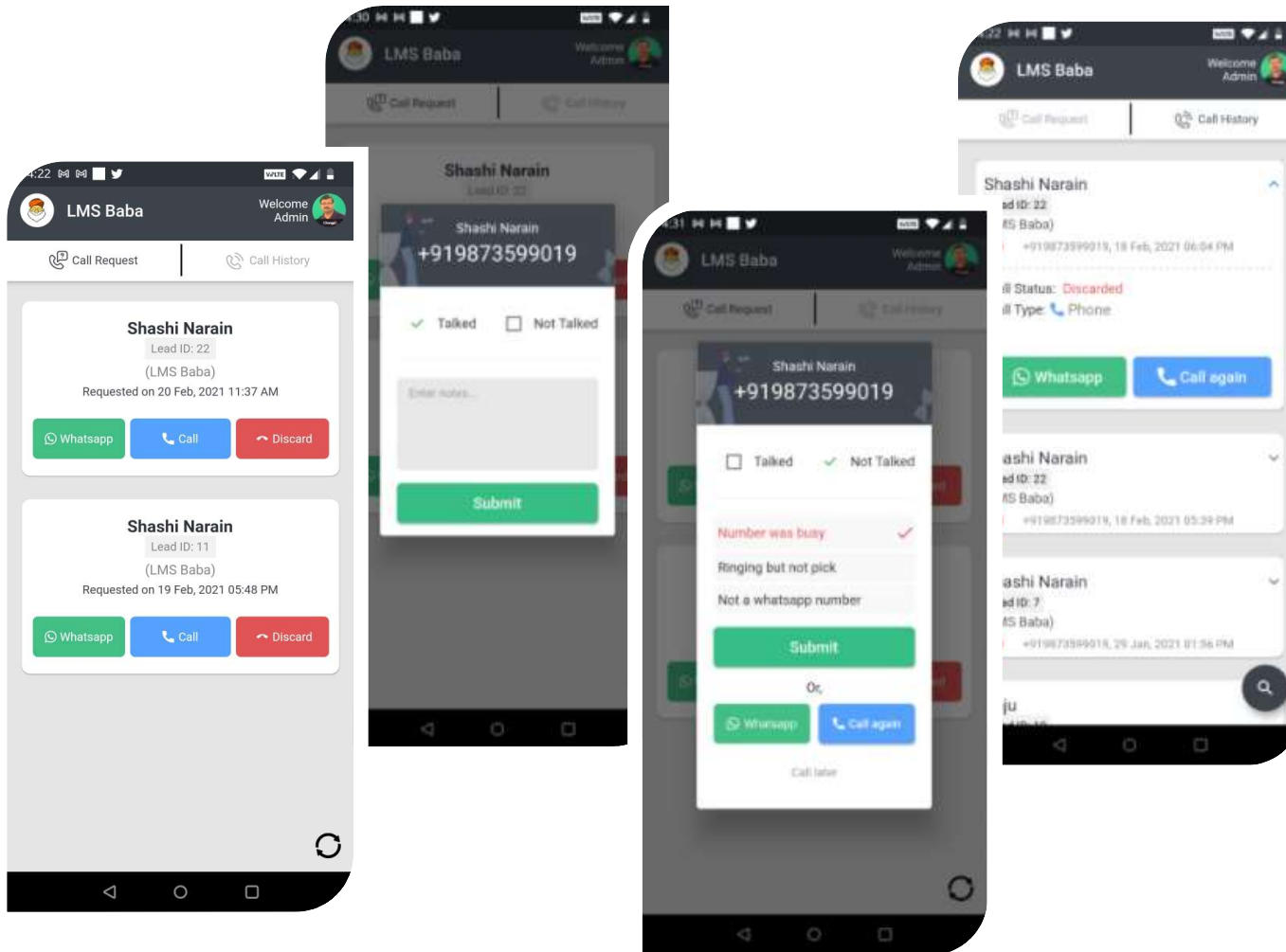


The screenshot displays the LMS BABA Lead Board interface. At the top, there's a search bar and a welcome message for Shashi Narain. Below this, a navigation bar includes icons for Dashboard, Leads, Companies, Manage Users, Manage Products, and Manage Vendors. The main section is titled 'Manage Leads' and features a 'Lead Board' table. The table shows a lead with the title 'Requirement For Luer Slip Syringe'. The lead details include Enquiry ID: #5268, Enquiry Date: 20-Feb-2021, and Quotation: N/A. The product required is 'Luer Slip Syringe'. The lead is assigned to Shashi Narain and is in the 'PENDING' stage. The status is 'WARM' and the source is 'Indiamart'. The interface also includes buttons for 'Update Lead', 'Send Quotation', and 'Reply'. A 'Next Follow-Up' date of 20-Feb-2021 is also shown.

LMS Baba enables you to use any medium from single window to connect your buyers.



# Features – APP to Call Buyers



- Send Call Request from your PC to Mobile
- Browse Call History
- Set Next Follow-up Date from Mobile App
- Update Discussion Points from App to Lead History

# Features – Fastest Quotation Builder



**QUOTATION**

**Shalvi Engineering Corporation**  
No. 108, Neco Chamber, 1st Floor, Plot No. 48, Sector- 11, CBD Belapur, Navi Mumbai, Maharashtra - 400614, India  
info@shalviengineering.com  
+91-9167568723  
www.shalviengineering.com

Quote Date	Quote No	Enquiry Ref	Quote Valid Until
20-Feb-2021	SEC-0003976-02-21	SEC - 5270	22-Mar-2021

To:

**Jamie kiko co**  
United States  
Email: jamieperetz6058@yahoo.com

Subject:

Requirement for Wearable Air Purifier Mask (Enquiry Dated: 20-Feb-2021)

Dear Sir/Ma'am:

We are indeed thankful to you for referring us and evincing interest in our products. We studied your requirement carefully. Please find here with our most exclusive and technically viable offer for your perusal and scrutiny we are glad to submit our offer.

SL	Product Name	Unit	Sale Price	Qtn.	Discount (%)	GST (%)	Total Sale Price

**QUOTATION**

**Shalvi Engineering Corporation**  
No. 108, Neco Chamber, 1st Floor, Plot No. 48, Sector- 11, CBD Belapur, Navi Mumbai, Maharashtra - 400614, India  
info@shalviengineering.com  
+91-9167568723  
www.shalviengineering.com

Quote Date	Quote No	Enquiry Ref	Quote Valid Until
20-Feb-2021	SEC-0003976-02-21	SEC - 5270	22-Mar-2021

To,

**Jamie kiko co**  
United States  
Email: jamieperetz6058@yahoo.com

Subject: Requirement for Wearable Air Purifier Mask (Enquiry Dated: 20-Feb-2021)

Dear Sir/Ma'am,

We are indeed thankful to you for referring us and evincing interest in our products. We studied your requirement carefully. Please find here with our most exclusive and technically viable offer for your perusal and scrutiny we are glad to submit our offer.

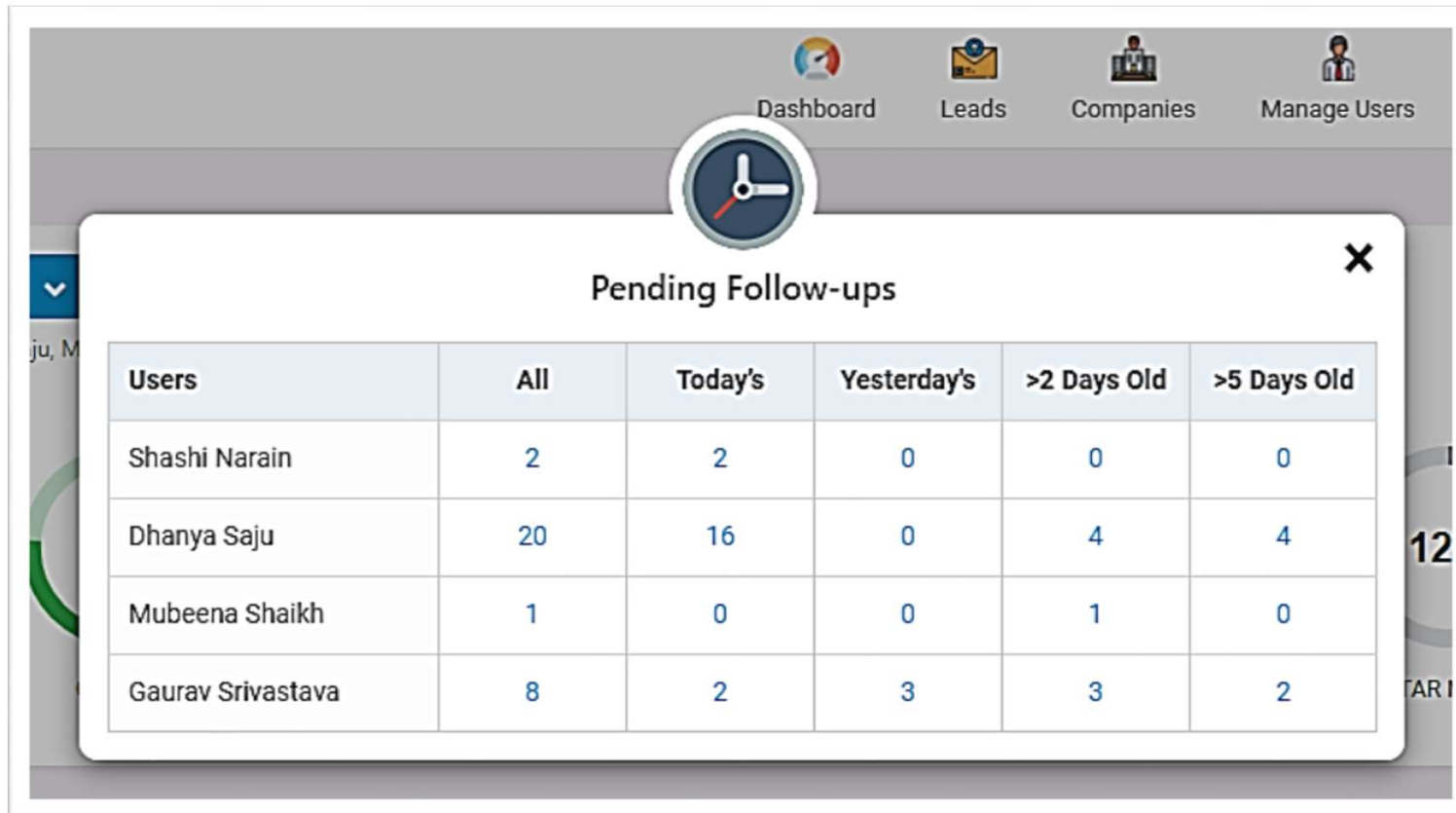
#	Product Details	Unit	Rate (INR)	Qty	IGST	Amount (INR)
1	Face Mask (Code: SEC-M-FMD) Disposable 3 Ply Mask Pack Size: 100Pcs	Pack	150.00	100	0%	15,000.00
<b>Grand Total (INR)</b>						15,000.00

Details (INR)	
Total Price	15,000.00
Total Tax	0.00
Grand Total(Round Off)	15,000.00
<b>Fifteen Thousands Only (INR)</b>	

- Single Click Quotation Builder
- Easily configurable T&C
- Simple professional quotation in 1 min



# Features – Auto Follow-up Alerts



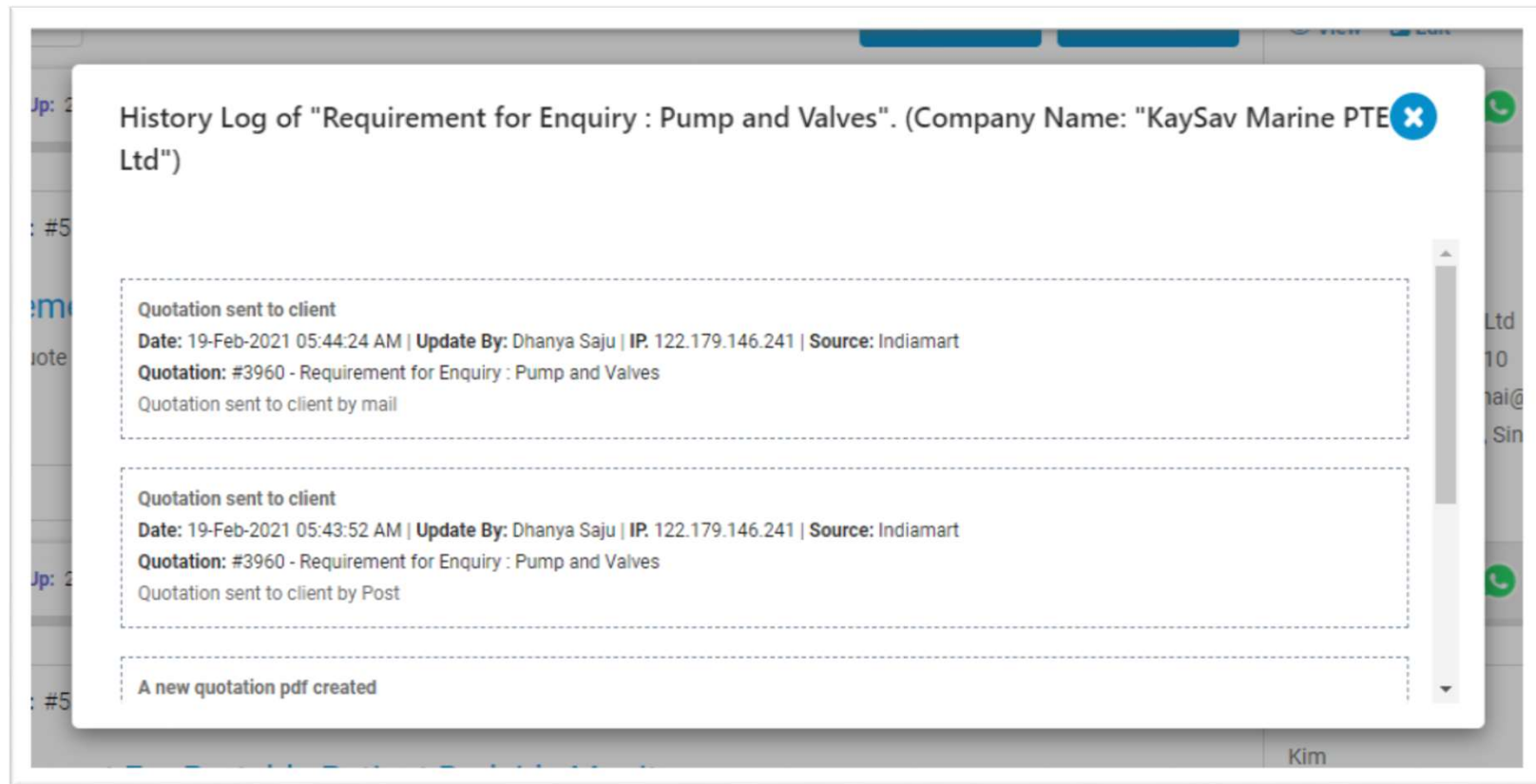
Dashboard Leads Companies Manage Users

Pending Follow-ups

Users	All	Today's	Yesterday's	>2 Days Old	>5 Days Old
Shashi Narain	2	2	0	0	0
Dhanya Saju	20	16	0	4	4
Mubeena Shaikh	1	0	0	1	0
Gaurav Srivastava	8	2	3	3	2

Auto Alerts on Pending Follow-ups


# Features – Lead History



Lead History - Capturing every event of lead updates


# Features – Auto Managed Address Book





Leads ▼ Search by ID/Title/Desc./Contact Person/Email/Mobile/City/Company Q

Welcome, Shalvi Eng. Corp. ⚙ 🔔

 Shalvi Engineering Corporation

Dashboard Leads Companies Manage Users Manage Products Manage Vendors


Manage Companies Bulk Email Filters Add Company

### Company List

<input type="checkbox"/> None ▼	#ID ▼	Company Name	Contact Person	Designation	Assigned to	Leads	Orders	Action
<input type="checkbox"/>	4896	NA	Samah Osman	Manager	Shashi Narain (Change)	1	0	<span>🔍</span> <span>✉</span> <span>🔄</span> <span>✎</span>
<input type="checkbox"/>	4895	Kiko Co	Jamie	Manager	Gaurav Srivastava (Change)	1	0	<span>🔍</span> <span>✉</span> <span>🔄</span> <span>✎</span>
<input type="checkbox"/>	4894	KLB Instruments Pvt Ltd	Mr.Pramod Jadhav	N/A	Dhanya Saju (Change)	1	0	<span>🔍</span> <span>✉</span> <span>🔄</span> <span>✎</span>


# Features – Auto Managed Product Database





Leads ▼ Search by ID/Title/Desc./Contact Person/Email/Mobile/City/Company 🔍


Welcome, Shalvi Eng. Corp. ⚙️ 🔔

 Shalvi Engineering Corporation


Dashboard Leads Companies Manage Users Manage Products Manage Vendors

Product List


Approved (728) Disabled (413)



Add Photo



Add Photo



Medium Voltage Electrical Rescue Kit – 11 KV

Category: Industrial > Industrial Supplies And Consumables

Medium Voltage Electrical Rescue Kit – 11 KV Make: SOLESAFE 1. Container/Bag: L...

Product Code: SEC-I-Med Volt-01 HSN Code: N/A GST: N/A

Selling Price: - INR 17550.00 / 1 Each

Last Modified Date: 20-Feb-2021 (Enabled)


0 Vendor Found

Tag Vendor


Video

Pdf

Edit




Bulk Update ▼ Filters ☰ 🪟






High Voltage Electrical Rescue Kit


# Features – Managed Vendor's Database


















Leads ▾ Search by ID/Title/Desc./Contact Person/Email/Mobile/City/Company 

Welcome, Shalvi Eng. Corp.  
















 Shalvi Engineering Corporation

 Dashboard  Leads  Companies  Manage Users  Manage Products  Manage Vendors



### Vendor List

Add Vendor

Company	Contact Person	Mobile	Website	Products	City	Country	Status	Action
<a href="#">360 Degree Global Equipment Pvt Ltd</a>	Mahesh Panchal	9130960307		0			Approved	  
<a href="#">IATOME ELECTRIC INDIA PRIVATE LIMITED</a>	Mr. Shanmuga Sundram	790477307		1			Approved	  
<a href="#">PROCYON TECHNO INDUSTRY</a>	Nikunj Patel	9033546260	<a href="#">Www.Procyontechno.Com</a>	1	Mehsana	India	Approved	  
<a href="#">Supreme In Safety Services</a>	Shanawaz Pathan	8652536608		0			Approved	  
<a href="#">Variety Lighting Equipments</a>	Mr.Suresh Babu	9902039500		0			Approved	  

# Feature – Auto e-mails Templates



Shalvi Engineering Corporation  
Navi Mumbai, India

Enquiry Date	Enquiry ID	Enquiry Status
24-Aug-2020	SEC - 2247	IN PROCESS

**Your Enquiry has been acknowledged**

Dear Shashi Narain,

Thank you for choosing to do business with Shalvi Engineering Corporation. We have received your enquiry and it has been assigned to Mr. Shashi Narain with RFQ No 2247. He is working on your requirement and shall get back to you with the best quotation and product catalogs / details at the earliest.

Contact details of your relationship manager:

**Mr. Shashi Narain**  
Mobile: 9876543210  
e-Mail: [shashi@shalviengineering.com](mailto:shashi@shalviengineering.com)

**With Best Regards**  
Team, Shalvi Engineering Corporation  
Mobile: +91-9167568723  
e-Mail: [info@shalviengineering.com](mailto:info@shalviengineering.com)

Shalvi Engineering Corporation  
No. 108, Neco Chamber, 1st Floor, Plot No. 48, Sector-11, CBD Belapur, Navi Mumbai, Maharashtra - 400614, India  
Mobile/WhatsApp: +91-9167568723 Phone: +91-22-4012562 Email: [info@shalviengineering.com](mailto:info@shalviengineering.com) Website: [www.shalviengineering.com](http://www.shalviengineering.com)

Shalvi Engineering Corporation  
Navi Mumbai, India

Enquiry Date	Enquiry Ref	Enquiry Status
25-Aug-2020	SEC - 2257	IN PROCESS

**Message from your account manager**

To,  
Alvaro Passer  
pump control srl, Buenos Aires, Argentina.


Dear Sir,

We are still working into this enquiry.

Will revert to you soon with the quotation.

Please feel free to contact.

**With Best Regards**

 **Dhanya Saju**  
Mobile: 9167568723  
e-Mail: [sales1@shalviengineering.com](mailto:sales1@shalviengineering.com)

Shalvi Engineering Corporation  
No. 108, Neco Chamber, 1st Floor, Plot No. 48, Sector-11, CBD Belapur, Navi Mumbai, Maharashtra - 400614, India  
Mobile/WhatsApp: +91-9167568723 Phone: +91-22-4012562 Email: [info@shalviengineering.com](mailto:info@shalviengineering.com) Website: [www.shalviengineering.com](http://www.shalviengineering.com)

Shalvi Engineering Corporation  
Navi Mumbai, India

Enquiry Date	Enquiry Ref	Quotation No	Valid till
29-Aug-2020	SEC - 2335	<a href="#">SEC-0001781-08-20</a>	28-Sep-2020

**Quote # 1827/2020 - Offer / Quote from Shalvi Engineering Corporation**

To,  
Inchaustegui Alfredo  
Mexico.

Hi Sir/Madam,

This is Dhanya Saju and I am taking care of your enquiry dated 29-Aug-2020. We are indeed thankful to you for referring us and evincing interest in our products. I studied your requirement carefully. Please find here with our most exclusive and technically viable offer for your perusal. We are glad to submit our offer.


You had enquired us for Norgren Inline Solenoid Valves. The quote is attached with the mail. You can also download the Quotation by [clicking here](#).

We trust our offer is in line with your requirement and expectations. If you need any further Clarification, please feel free to contact the undersigned.

Thanking you and assuring of our best attention at all times and we look forward to receive your valued purchase order and a healthy business partnership.

Please feel free to ask your query.

**With Best Regards**

 **Dhanya Saju**  
Mobile: 9167568723  
e-Mail: [sales1@shalviengineering.com](mailto:sales1@shalviengineering.com)

Shalvi Engineering Corporation  
No. 108, Neco Chamber, 1st Floor, Plot No. 48, Sector-11, CBD Belapur, Navi Mumbai, Maharashtra - 400614, India  
Mobile/WhatsApp: +91-9167568723 Phone: +91-22-4012562 Email: [info@shalviengineering.com](mailto:info@shalviengineering.com) Website: [www.shalviengineering.com](http://www.shalviengineering.com)

Shalvi Engineering Corporation  
Navi Mumbai, India

**Hurray!! Mr. Utsav Nandi has received a PO**

Congratulations Team!! Mr. Utsav Nandi has received a Purchase Order!

Buyer's Name: Mr. Dev  
Company Name: Mr. Rudro123  
Address: Kolkata, Kolkata, India  
Mobile: 0000011111  
Email: [arupore123@gmail.com](mailto:arupore123@gmail.com)

PO ID: asas  
PO Date:

**With Best Regards**

Engineering Corporation  
Navi Mumbai, India

Enquiry Date	Enquiry Ref	Enquiry Status
29-Aug-2020	SEC - 2288	REGRETTED

**Thanks for Contacting Us**

Dear Mr. Nguyen,

Thank you for your inquiry mail. We regret to inform you that the required product/specification/Coast is not in our scope of supply. Looking forward for a successful business relationship with your valued organization.

**With Best Regards**

**Dhanya Saju**  
Mobile: 9167568723  
e-Mail: [sales1@shalviengineering.com](mailto:sales1@shalviengineering.com)

Shalvi Engineering Corporation  
No. 108, Neco Chamber, 1st Floor, Plot No. 48, Sector-11, CBD Belapur, Navi Mumbai, Maharashtra - 400614, India  
Mobile/WhatsApp: +91-9167568723 Phone: +91-22-4012562 Email: [info@shalviengineering.com](mailto:info@shalviengineering.com) Website: [www.shalviengineering.com](http://www.shalviengineering.com)



**Thank you**