Other Improsys® Software Products

- **ERP Software**
- **WMS Software**
- **Planning Software**
- **Inventory Software**

IMPROSYS® CRM FEATURES

- ❖ Easy to Use.
- ❖ Simplicity and ease of operation.
- ❖ Import Products & Customers data from Excel.
- ❖ Visit and Expenses tracking on a click.
- ❖ Lead generation and follow-up tracking.
- ❖ Prepare Quotation in less than 2 minutes.
- ❖ Send Quotation on Email in PDF format.
- ❖ Daily, reporting of Completed tasks.
- ❖ Hierarchy wise Sales Person Reporting to seniors.
- ❖ Sales Performance Analytics
- ❖ Sales person wise - Area/Zone wise sales targets.
- ❖ Quotation, Order, Service Follow-up & History.
- ❖ Increase Customer Service Productivity.
- ❖ Customer Payments Tracking & Follow-up.
- ❖ Keep track of customer Follow up history.

IMPROSYS® Major Customer List in Electrical and Lighting

❖ PM Cona Electricals, Mumbai	❖ Kakade Laser Unit -1, Narhe, Pune
❖ Tata Power, Bhivpuri	❖ Kakade Laser Unit-2, Velu, Pune
❖ Tata Power, Bhira	❖ Kakade Laser Unit-3, Karad, Pune
❖ Tata Power, Khopoli	❖ Fevino Industries LLP, Pune
❖ Phoenix Mecano India Pvt Ltd, Pune	❖ Amber Designtech Pvt Ltd, Mumbai
❖ Technofab Industries, Pune	❖ Birla Precisiontech Pvt Ltd, Aurangabad
❖ Orra Lighting, Pune	❖ Krishna Electricals, Pune
❖ P.J. Electronics, Pune	❖ Pioneer Engineers, Pune

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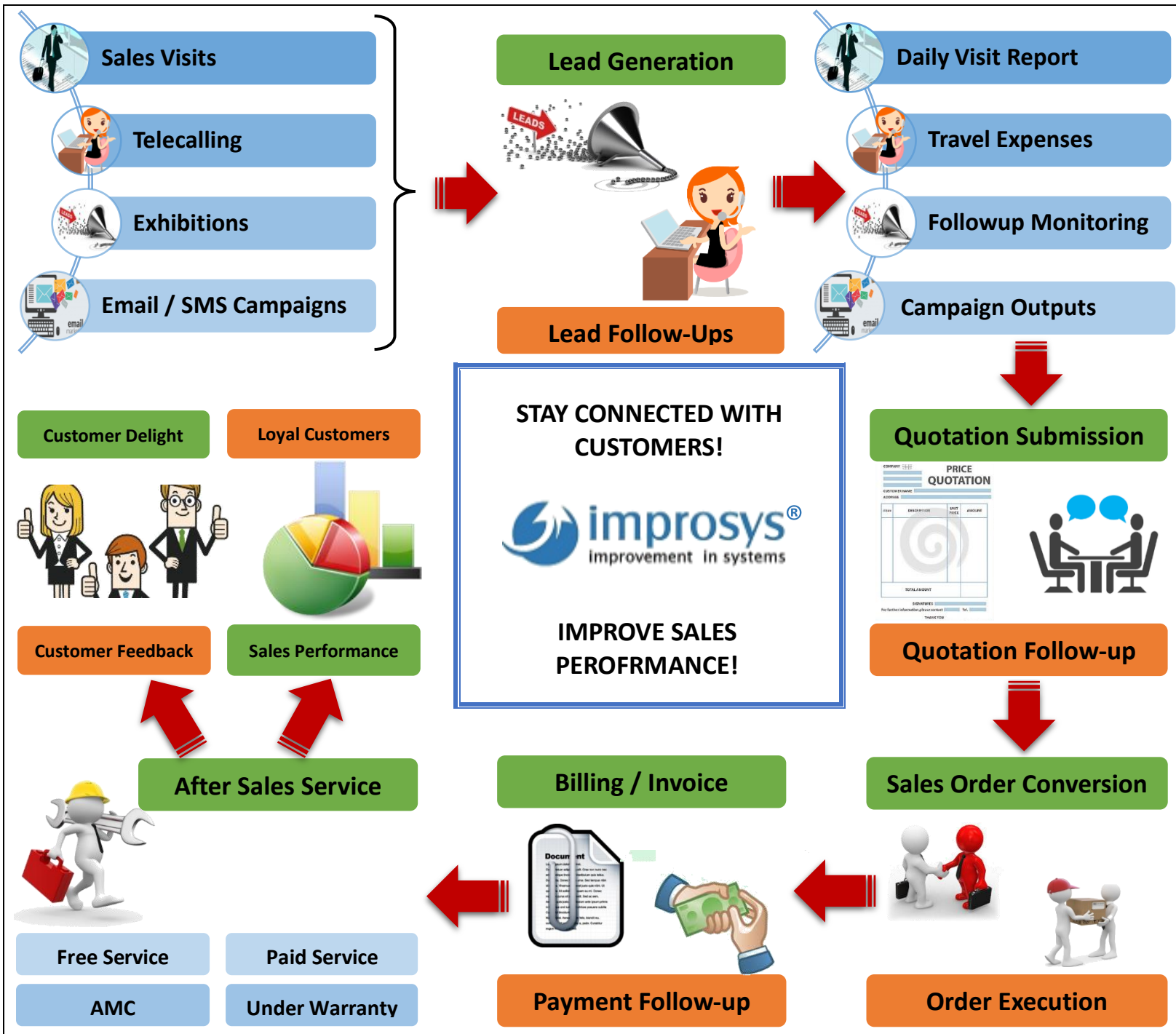
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Sell More ⟷ Serve Better

IMPROSYS® CRM SOFTWARE

ERP Software | WMS Software | Project Management Software |
Inventory Software | Planning Software | Billing Software

Sales Visits

Telecalling

Exhibitions

Email / SMS Campaigns

Lead Generation

Lead Follow-Ups

Daily Visit Report

Travel Expenses

Followup Monitoring

Campaign Outputs

IMPROSYS® CRM SOFTWARE BENEFITS

- ❖ Telemarketing Management
- ❖ Campaign Management
- ❖ Generate Leads
- ❖ Manage Sales Team
- ❖ Manage Sales Targets
- ❖ Deliver Instant Quotes
- ❖ Follow-up for Sales Conversion
- ❖ Book Sales Orders
- ❖ Provide Online Status of Order
- ❖ Record Delivery of Products
- ❖ Generate Invoice & Review Outstanding Payments
- ❖ Send Due Payments Alerts
- ❖ Payment follow up with Customers
- ❖ Capture Service complaints
- ❖ Track service enquiries
- ❖ Send service Status to Customer
- ❖ Leads / Order / Service Trends in Graphical reports
- ❖ Sales Person Task Allocation & Daily Sales Reporting, Expenses tracking
- ❖ Export reports to excel, word, PDF

STAY CONNECTED WITH CUSTOMERS!

improsys®
improvement in systems

IMPROVE SALES PEROFRMANCE!

Customer Delight

Loyal Customers

Customer Feedback

Sales Performance

Quotation Submission

Quotation Follow-up

After Sales Service

Billing / Invoice

Sales Order Conversion

Free Service

Paid Service

AMC

Under Warranty

Payment Follow-up

Order Execution

IMPROSYS® CRM SOFTWARE COVERAGE

- ❖ **Visit and Expense Management**
- ❖ **Telemarketing Management**
- ❖ **Lead / Enquiry Management**
- ❖ **Sales Target Management**
- ❖ **Quotation Management**
- ❖ **Sales Order Management**
- ❖ **Billing and Payment Receipt**
- ❖ **Service Module**
- ❖ **Admin Module**