Function Reference

Requirements on networking provider homepage – clcontacts.com

Contents

System description

Web page serves as a representetive page of the company's service as well provides additional possibilities for people to sell and buy C-level business contacts.

Main users/clients of the webpage are companies looking for ways to improve their B2B sales and make them more efficient.

Actor description

Actors of the system

- User/Client
- Partner
- Administrator

User

Client of the company, who is willing to buy networking service. Users have possibility to buy C-level business contacts, potential busines partners(company level information) and additional services that helps to improve B2B sales.

Partner

User of the system, who is willing to earn money by selling business contact to the companies. Partners have a possibility to see users requests and provide them information for settled rewards(amout of money).

Administrator

User who controls all back end information of the system. Administrator is responsible for controling information shared between User and Partner, setting rewards for the requests and in general processing all requests and responses ensuring smooth collaboration.

Bendras Puslapio funkcionalumas

Can be something like:

http://microinfusion-pump.ru/#home

Homepage design

1. Puslapio Meniu

- Index
- What we do
- Pain points
- Service
- Why us
- Contact

1.1 Index
(Picture: Index)

Text:

Improve Your business just by

Getting in touch.

1.2 What we do?
(Picture: what we do – 2) –

- We help your sales people to concentrate on sales rather on contact search.
- We provide contacts of c-level executives and decision makers.
- We do find potential business partners and companies.
- Any Search criteria's are suitable: company, position, function, seniority level, industry, company's revenue, etc.
- We provide references for easier communication startup.
- And most important, we love to search and explore

1.3 Pain points
(Picture: pain points – 3)

- Difficult to find decision makers
- Challenging to get contact details of executives.
- Having hard time to scale your sales
- Limited sales resources
- No constant lead flow to the pipeline
- Lack of potential business partners

1.4 Services
(Picture: Services – 4) –

(Picture: inner service - 4)

- Finding C-level & decision makers contacts – people level
- Company's market segmentation
- Finding potential business partners/clients – company level
- Finding references
- B2B sales

1.5 Why us?
(Picture: Why us – 5) –

- Your requests are fully confidential
- You Pay for what you get.
- No databases or pre-stored data used only networking and references.
- High return value and response rate.
- Free references for more successful first contact establishment.

Lower text:

- Trusted by xxx companies
- Provided xxx profesional contacts
- Over xxx business establishments

1.6 Contact
(Picture: Contact 6)

1.7 Join Our team
Why to Join us?

- Earn money for information provided
- Work from anywhere anytime
- Participate in multinational events
- Expand Your network
- Improve networking skills

(page design needed).

Join us(Button): Registration form

Object	Description
Customers	Customers are saved in the system with the necessary fields: • Customer ID (unique primary key) • Name • Surname • Address • Zipcode + city

	- Mobile number - Email - Seniority level in Networking - CV (attach file) - Why joining us(Text field) - Username (when creating user username=email) - Password (auto generated)

Auto message on screen after registration confirmation: Your application will be reviewed and further information will be send in case of positive approval.

User Login

2. User menu (logged in)

- Find contact
- Find company
- Other service
- Requested contacts
- Requested companies
- Invoices
- FAQ
- Personal data

2.1 Find decision maker

Request for:

- Free form – no fields are mandatory

Free form fields:

- Company name[?]
- Responsible position[?]
- Function[?]
- First and last name[?]
- Location[?]
- Additional information[?]

When words are typed in the text field, suggestions should roll down on every typed letter:

[?] – Kad prie kiekvieno lauko galima būtu pridėti klaustuką, ant jo uzvedus kad atsirastu tekstine informacija.

*Add multiple requests should be possible.

Send request (Button) – Auto text after submit: Your request received, pricing for Your request will be provided in 24 hours. Pricing will be emailed to You. Pricing confirmation for processing further on should be done under "Requested contacts". For further information refer to FAQ -> How it works?(link to faq, how it works section)

2.2 Find business partner

Please specify company details to help us identify your potential business partners.

- Industry[?]
- Company size (number of workers) [?]
- Revenue[?]
- Location[?]
- Additional information[?]

[?–]Kad prie kiekvieno lauko galima būtu pridėti klaustuką, ant jo uzvedus kad atsirastu tekstine informacija.

Send request (Button) – Auto text after submit: Your request received, pricing for Your request or request for additional information will be provided in 24 hours. Pricing will be emailed to You. Pricing confirmation for processing further on should be done under "Requested Business partners". For further information refer to FAQ -> How it works?(link to faq, how it works section)

2.3 Other service

Get list of decision makers in your objective area of interests or industry.

Fill form:

- Industry
- Company size (number of workers)
- Revenue
- Location of decision makers(list)
- Additional information

Send request (Button) Auto text after submit: Your request received, offer or addition information for Your request will be provided in 24 hours by email.

2.4 Requested decision makers
- See list of requested contacts with statuses
- Sort by date, status, requested attributes
- See data (information added by service provider)
- Download .vlc card

2.5 Requested Business partners
- See list of requested contacts with statuses
- Sort by date, status, requested attributes, pricing available

- See data (information added by service provider)
- Download data (pdf, or any other file(s) uploaded by administrator/partner)
- Confirm pricing (offer).

2.6 FAQ
Standard FAQ.

Possibility to add pictures to FAQ.

At the end possibility to send questions/request for information. (Form)

2.7 Personal Data
Add/Edit/Delete personal registration data.

Partner Login (Join us registration form)

3. Meniu prisijungus
- **Check requests**
- **Response status**
- **Earning**
- **FAQ**
- **Personal data**

3.1 Check requests
- See all Pending requests (table)
- All requests should have status (Open, Processing - will be open in 3days.14h(time)), closed requests should not be visible
- Select to favorites
- Select for processing. (Status changes automatically for user and back end user.)
- Show Favorites
- Add response.
- Sort requests by available variables & dates.

3.2 Response status
- See Response status of added responses
- View canceled responses notes
- View responses requiring additional information
- Sort by available variables + date

3.3 Earnings
- See earnings
  - Pending responses
  - Available money
  - Transaction history
- Cash out
  - Bank information needs to be filled in, at personal data.

3.4 FAQ
Standard FAQ.

Possibility to add pictures to FAQ.

At the end possibility to send questions/request for information. (Form)

3.5 Personal Data

Add/Edit/Delete personal registration data.

Additional fields for Bank account information:

- Account number
- Bank name
- Swift code

Administrator Back end

4. Main functionality:
- See all request for decision makers (Table)
- See all companies' requests (Table)
- Reply requests by adding information, files and .vlc cards to response.
- Confirm/cancel of Partners submitted information. Possibility to add note on cancelation.
- Request additional information from Partner.
- Make information available/visible for user (done when payment is received for service)
- Possibility to send response to clients email including .vlc card(s)
- Accept/ban partners. Partners can login only after confirmation of administrator.
- Set reward amount for each request (For partners submitted information)
- Set request price
- Set request processing time (For partner processing)
- Close request
- Change request status (Pending, Processing, Waiting for payment, Canceled.)
- Visitor's statistics
- Create multiple offers with different pricing for Find Business partner request
  - *As example:*
  - Number of companies(10) + General contact information
  - Number of companies(15) + General contact information
  - Number of companies(20) + General contact information
  - Number of companies(10) + General contact information + C – level purchase officer contact
  - Number of companies(15) + General contact information + C – level purchase officer contact
  - Number of companies(20) + General contact information + C – level purchase officer contact
- Create multiple offers with different pricing for Find decision maker request. For each contact request should be able to set up price. Package price should be possible.
- Generate invoice for user by selecting multiple requests.

Additional requirements

5. Required additional functionality

- Responsive design
- Spam/flood protective for requests/form submits/etc.
- Logo design needed
- Connected to google analytics
- Fully applicable for IE, Mozilla Firefox, Google chrome, Opera, main browsers.

5.1 Rules for request status changes

1. Request submitted by user
2. Back end administrator confirms request and sends price offer to user
3. User accepts price offer
4. Administrator set's award price for request
5. Administrator set's request processing time
6. Request is made public for Partner with open status
7. Partner selects request for processing
8. Request status changes to: "Processing", for all users of the system
9. If request processing time is over, request status changed to open. Same user can submit information after time is over, but cannot change status to Processing again.
10. After information is submitted information is revised by administrator.
11. After revision, administrator can: Confirm, Cancel (with note), Request for additional information.
12. If confirm() is made by administrator:
    a. For user status changed to Waiting for payment, user receives invoice.
    b. For Partner status changes to Waiting for payment
    If Cancel() is made:
    c. For user status changed to Canceled
    d. For user status changed to Canceled
    If Request for additional information () is made
    e. No status changes
13. If Finished() is made by administrator:
    a. Status changes to finished for all system users
    b. Response information is available to user
    c. Email is send to the user with the status update
    d. Reward money is credited to Partners account.
    e. Invoice send to client

5.2 Forms (possibility to add/delete fields in forms in back end)

5.3 General terms and conditions + privacy policy

SEO Optimization

6.1 General SEO optimization required.

6.2 Phrases to come in TOP 5 position of non-paid advertisement:
- Business contacts
- Business leads
- Find business contact
- C-level contacts
- Find c-level contacts
- Find leads
- B2B sales
- B2b sales contacts