

Statement Of Work :

Development of Custom CRM Software as per the specifications provided by DRS India

Features Covered :

Modules :

1. Update
2. Interaction
3. Geography

1. Update

a. New companies entering the market

- Name of the Company
- Contact Person
- Telephone, Email, Mobile
- Location - Mumbai, Pune, Hyderabad
- Nature of Business - Automobile, Consulting, IT
- Reasons for Entering the Market - Expansion, Startup, New Branch, Mergers
- Remarks

b. New Companies Entering the Market

- Name of Business Center
- Location
- Remarks on offices
- Other Remarks

c. Existing Companies

- Their Plans
- Rates
- Services/Facilities
- Remarks

d. Real Estate Issues

- Price of Properties

e. Customer Issues

- Complaints from Members
- Compliments from Members
- Staff Related Issues
- Problems Encountered
- Center Events and Celebrations
- Staff Training
- Efforts on Saving Expenses

2. Interaction

a. Sales Meetings

- Date
- Name of Company
- Contact Person
- Designation