

ZORIGAMI^{PRO} Data Sheet

eCRM

Increase management of complex customer relationships



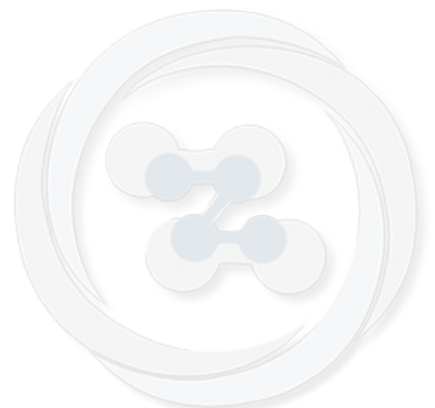
The increasing complexity of the sales workflow and need to manage opportunities at each stage of the sales process has added unexpected overhead to all sales organizations. In many cases there can be multiple contacts within a customer account with each contact holding the role of decision maker in separate opportunities. **ZINFI's eCRM** module gives sales managers and executive management increased visibility and predictability over revenue by automating management and metrics of opportunities at each stage in the sales cycle. With the complexity of pipeline management having been removed, sales managers can now concentrate on managing leads that convert to opportunities and result in revenue growth.

In addition to tracking opportunities, it is crucial to generate ongoing reports and metrics to determine the success sales efforts and areas in which the organization is falling short. These are reports that offer visibility in the size of the sales funnel, expected revenue by quarter and pipelines by sales rep. These reports give executive management greater visibility into the sales organization.

Monitor multiple opportunities within the same account, understand critical contacts within those accounts and manage milestones for success

Highlights

- Track leads as they convert to opportunities
- Map organizational hierarchy to user roles and access rights
- Create teams with the ability to share management of accounts
- Generate metrics on the success of lead generation efforts based on revenue generated

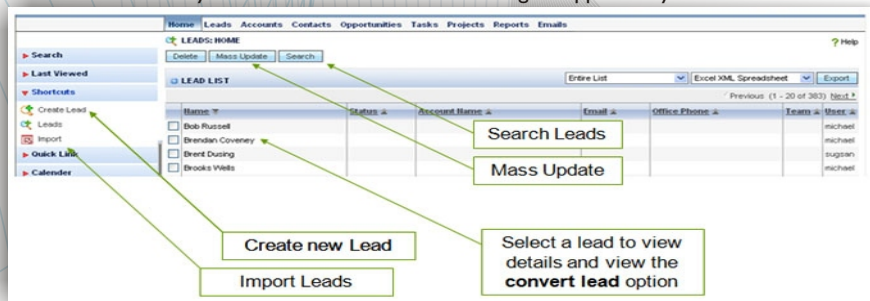


Z@RIGAMIPRO Data Sheet

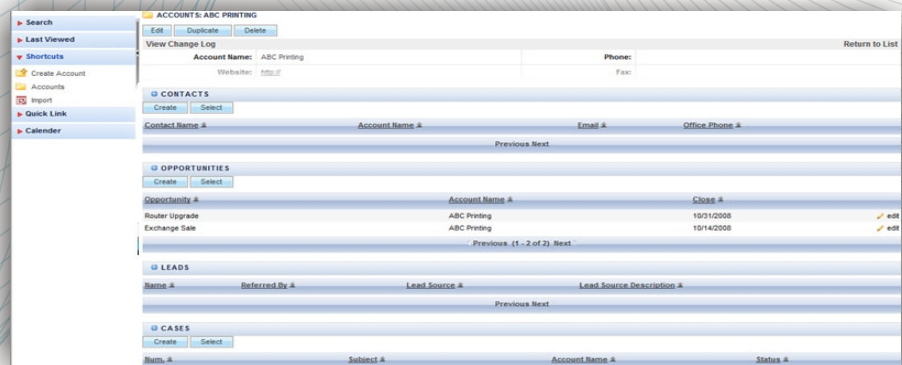
eCRM



Sales pipeline management gives sales managers and executive management increased visibility and predictability over revenues by looking at opportunities at each stage in the sales cycle. For opportunities that depend on professional services projects, you can identify dependencies well ahead of time so they do not become barriers to closing an opportunity.



Import and manage distribution of leads coming in from demand generation events.



The Account module simplifies real world sales relationships and captures the organizational complexity of businesses. With this module, you will be able to monitor multiple opportunities within the same account, understand critical contacts within those accounts and manage milestones for success.

For further details, please contact ZINFI today

ZINFI Technologies, Inc.
 6200 Stoneridge Mall Road,
 Suite # 300
 Pleasanton, CA 94588

