

ACCPAC

ACCPACcrm.com SalesTeam

ACCPACcrm.com SalesTeam™ is a comprehensive, hosted customer relationship management (CRM) solution that gives sales professionals access to critical data in real time.

With ACCPACcrm.com SalesTeam, you can:

- Make better, more informed decisions.
- Empower your staff with access to vital partner, prospect and customer data – anytime, anywhere.
- Effectively analyze and manage your sales pipeline.
- Manage and analyze all current and historical account details.
- Reduce hardware and software costs associated with maintaining and upgrading separate applications.
- Streamline your operations with hosted accounting integration.
- Migrate your data to an in-house CRM system if and when your business needs change.
- And much more!

Experience the power of ACCPACcrm.com.
Sign up today for a 30-day FREE trial.
www.ACCPACcrm.com

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HOSTED SALES FORCE AUTOMATION

The screenshot shows the ACCPAC CRM web application interface. At the top, there's a navigation bar with tabs for My Dashboard, My Contacts, My Preferences, Calendar/Tasks, Leads, Opportunities, Forecasts, Cases, and Outbound Call Lists. The main content area displays a sales pipeline overview with a progress bar and a table of 9 opportunities. The table columns include Status, Description, Person, Product, Opened, Stage, Priority, and Territory. The opportunities are listed as follows:

Status	Description	Person	Product	Opened	Stage	Priority	Territory
Qualified	Best Software	Kieran O'Toole	TimEx 5 Enterprise	Today 6:05 PM	Qualified	High	US_East
Qualified	Training course	Kieran O'Toole	Consultancy	11/11/2003 6:10 PM	Demo	High	US_East
Qualified	Training course	Simon Yalton	Training	10/16/2003 8:52 PM	Proposal Submitted	High	US_West
Qualified	20 User Deal	Tony Smith	TimEx 5 Enterprise	09/11/2003 3:31 PM	Qualified	Normal	US_East
Qualified	50 Users plus consulting	Arthur Browne	Expense Check	09/09/2003 4:24 PM	Negotiating	Normal	US_East
Qualified	Phase 2: 30 User rollout	Annette O'Toole	Expense Check	09/07/2003 4:47 PM	Proposal Submitted	Normal	US_Central
Qualified	10 User Pilot	Annette O'Toole	Expense Check	09/07/2003 4:43 PM	Sale Agreed	Normal	US_Central
Qualified	200 User Global Deal	Annette O'Toole	Expense Check	08/28/2003 4:33 PM	Proposal Submitted	Normal	US_Central
Qualified	100 User licenses	Kieran O'Toole	TimEx 5 Enterprise	08/28/2003 1:01 PM	Qualified	Normal	US_East

ACCPACcrm.com SalesTeam provides a complete view of your sales pipeline.

Increase Sales Opportunities and Reduce Operating Costs

ACCPACcrm.com SalesTeam is the only hosted CRM application with the *combined* advantages of seamless migration to an onsite CRM system plus out-of-the-box accounting integration.

Seamless platform flexibility – As your business expands and process integration becomes critical, you can simply migrate your ACCPACcrm.com SalesTeam system to an in-house CRM system without extensive customization or the high cost typically associated with transferring data from an online to onsite system.

Out-of-the-box accounting integration – ACCPACcrm.com SalesTeam integrates off-the-shelf with your hosted back-office ACCPAC® accounting system. Your staff is able to view and share accurate, real-time data, increase collaboration and boost productivity.

ACCPACcrm.com SalesTeam leverages the power of the Internet to offer your sales professionals direct access to critical real-time customer data. It provides essential tools for effectively managing, forecasting and reporting through all phases of the sales cycle, and requires no software license or maintenance fees. From sales analysis to account and opportunity management, ACCPACcrm.com SalesTeam allows you to reach new levels of customer profitability while retaining loyal customers. It is easily customizable (no programming is required) to reflect your unique business processes.

ACCPACcrm.com SalesTeam allows you to take advantage of powerful, high-end features such as customizable reports, workflow, security, administrative tools and much more. The online infrastructure and intuitive browser-based interface makes implementation quick and easy – helping you close business and increase revenue.



HOSTED SALES FORCE AUTOMATION

"With ACCPACcrm.com SalesTeam, we were able to get up and running in a matter of days with virtually no interruption to our sales force operation. We've boosted productivity significantly with this easy-to-use application and I couldn't imagine using anything else."

Ray Hewitt, controller
TRIMLITE LLC

Sales-driven CRM

ACCPACcrm.com SalesTeam is a comprehensive CRM solution that provides your sales force with fast, up-to-date access to critical data – no matter where your staff is located. With ACCPACcrm.com SalesTeam, you have the freedom to support a mobile workforce with wireless PDA access. You can rapidly integrate your entire sales force and provide them with critical real-time information, turning routine customer interaction into potential profit-building opportunities.

Improved Sales Forecasting

With ACCPACcrm.com SalesTeam, you can quickly and easily view all of the sales opportunities in your pipeline. With such transparency, you can more effectively gauge customer demand and generate more accurate sales forecasts. You can then use this data to make more informed decisions regarding where to best allocate your company resources and help your business run more efficiently.

Easy and Affordable Hosting

ACCPACcrm.com SalesTeam is a hosted solution that significantly reduces your cost of ownership. One low price gets you everything you need – your CRM application, support, training, backups, updates and more – without large upfront software and hardware investments or a dedicated system administrator. Your CRM costs scale according to your organization's growth – you can quickly and easily add as many users as you like.

Fast Deployment

ACCPACcrm.com SalesTeam is designed to help you realize a faster return on investment, a minimal impact on business operations, zero slowdown in IT department productivity and immediate use of capabilities. It can be rapidly deployed – as quickly as the same day you sign up for service. With the easy-to-use interface, your sales team can start using and benefiting from the powerful features of ACCPACcrm.com SalesTeam immediately, with virtually no disruption to your sales operation.

Built-in Workflows

Keep everyone on the same page with CRM workflows that allow your entire team to follow identical processes. With ACCPACcrm.com SalesTeam, you can see exactly where each sale or project is and when it's expected to be complete.

Streamlined Selling

With ACCPACcrm.com SalesTeam, sales cycles can be dramatically shortened, so deals close faster. Because the system may be easily configured to meet any company's unique sales processes, companies can track, measure and report on sales objectives or milestones to help locate and eliminate bottlenecks that typically stretch the sales cycle. More efficient handling of sales opportunities fosters greater collaboration, saves time and leads to increased sales.

Secure Data Protection

ACCPACcrm.com SalesTeam provides multiple security layers to protect your data from possible sources of loss. Together, these security levels maximize the safeguarding of your valuable data. To protect customers' data and to authenticate the validity of user logins, we use the same 128-bit SSL encryption technology that is to protect sensitive financial data in an online environment.

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