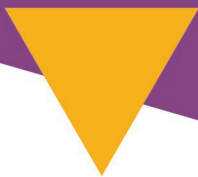




**ZOOT** *Delight*  
Customer Relationship Management



**ZOOT** *Delight*



With a unified view of every customer interaction across all channels of communications now you can identify new opportunities, sell more and service better. Build meaningful and lasting relationships by anticipating customer needs, reducing response time and enable your sales team with powerful and insightful business tool.

• READY TO GO • SCALABLE • ANY DEVICE / ANYWHERE



Omni Channel



SMS Gateway / Mail Blast



Personalization



End to End



## OUR PRESENCE

- India - Chennai, Trichy
- United States • Germany
- Malaysia • U.A.E

For Enquiries: [sales@alphasoftz.com](mailto:sales@alphasoftz.com)

[www.alphasoftz.com](http://www.alphasoftz.com)

# ZOOT *Delight*



## Lead Management

### Lead Capture

- Automatic and manual capture of leads from multiple sources
- Avoid lead leaks
- Lead qualification – Qualify leads based on scoring and track by stages

### Lead Distribution

- Assign leads to individuals / teams based on rules or round robin etc
- Sales alerts to team on updates or status changes to leads assigned



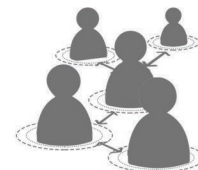
## Contacts Management

- Key Contacts
- Activity History
- Communications
- Internal Discussions



## Opportunity Management

- Deals – Stages wise & products wise
- Competition History / track
- Quotations submission / History



## Team Engagement

- Assign leads to individuals / teams based on rules
- Sales alerts to team on updates or status changes
- Tasks / reminders
- Email integration
- Contacts History



## Marketing

- Branding
- Promotions / offers
- Mail Blast / SMS gateway



## Sales Tracking

- Track sales people performance with revenue generated
- Analyse sales funnel



## Analytics & Dashboards

- Buying patterns
- Top performing products / groups
- Top performing sales rep / region
- Sales Funnel
- Analyse source wise lead performance
- Decide on marketing spends

### AlphasoftZ Solutions

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