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SalesLogix

Sales Management Solutions

Your Relationships. Your Information. **Your CRM.**

Build your funnel. Build your forecast. Build your business. Sage SalesLogix gives you the right tools to help you effectively manage your sales pipeline, drive opportunities to a close, and have visibility across your sales team's performance. Manage leads, opportunities, and activities from anywhere – in the office, on the road, or on a mobile device - whether connected or disconnected, you will have the same quality experience and access to vital information.

Manage and Grow Your Customer Relationships

Managing an account is more than just making the next sale – much more.

You and your team strive daily to increase your market share and build profitable business relationships.

Whether working as an individual or collaboratively as a team, Sage SalesLogix helps to drive business forward by putting key information at everyone's fingertips. With a few clicks, you have everything you need to know about your customer – including meeting history and notes, past orders, proposals, support calls and responses to marketing campaigns.

As you and your team work on accounts and set priorities for the day, you can rely on Sage SalesLogix to keep everyone on track with appointments, reminders and tasks.

A winning sales process is key to increasing market share and penetrating deeper into existing accounts – Sage SalesLogix allows you to automate your unique processes thus ensuring leads become sales quickly and effectively.

With complete visibility into the sales forecast and pipeline, you can prioritise activities and adjust your strategy quickly. Additionally, you can manage your team and adjust territories based on individual strengths and sales effectiveness.
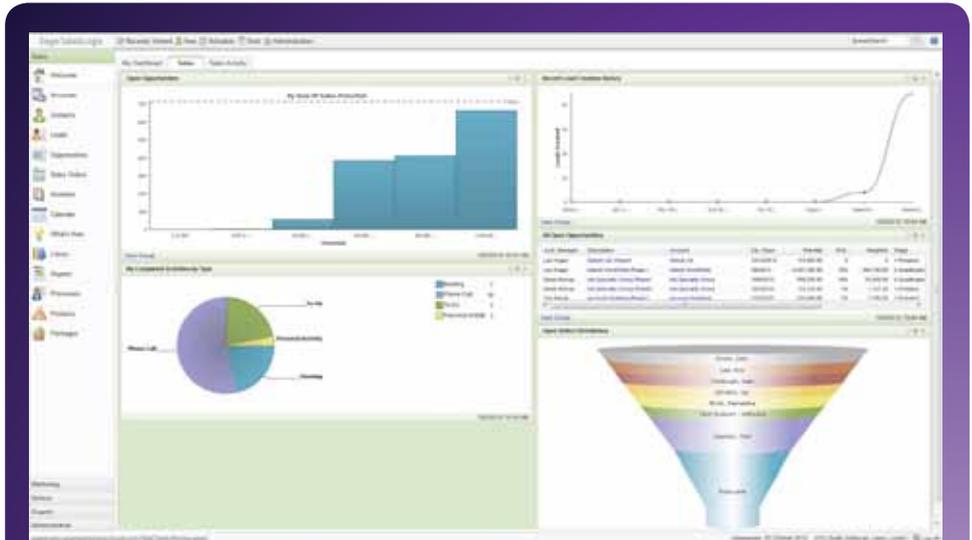
Benefits:

- Minimise training and maximise productivity with an intuitive user interface that sales people will quickly embrace.
- Stay ahead of the competition with personalised sales engagements that are strengthened by a 360° view of the customer.
- Maximise team selling effectiveness by sharing calendars and centralised account and opportunity information.

- Drive hot leads from inception to win faster by automating your unique sales processes.
- Make informed, profitable business decisions based on timely and accurate visibility into the sales pipeline.
- Manage sales teams more effectively with the ability to recognise and capitalise on the strengths and good practices of top performers.

Advanced Flexibility to Match the Way You Work

Sage SalesLogix is intuitive and easy to use, which encourages fast adoption. Sales people can personalise their interface and create dashboards that help them remain more productive and focused on sales priorities throughout the day.

Additionally, it can be customised to adapt to your company's unique business environment. Roles can be set up within the system so users have access to information that is relevant to their position, project or team in a format that suits their way of working.

Enable Your Mobile Workforce

Your team builds relationships and follows up on qualified leads in order to grow your business and achieve success. With Sage SalesLogix Mobile[1,2], they can take their CRM solution with them, so they have access to critical information anywhere. They can respond quickly to customer requests, stay productive, and keep their team informed – all in real-time.

"It has become the core system of our company, our salespeople live on SalesLogix"
**Jim King,
VP Operations,
Panasonic Tough Book Sales**

For more information call **0845 111 99 88** or visit **www.sage.co.uk/crm**

In-depth Rich Customer Profiles

- Access and record detailed information about customer accounts and contacts.
- View a timeline of all account-level activities, notes, opportunities and support calls for a deeper understanding of trends over time.
- Assign ownership, establish account hierarchies, and track lead sources and status.
- Share information captured at all points of interaction for a complete customer view.

Advanced Flexibility to Match the Way You Work

- Tailor Sage SalesLogix so that it fits seamlessly into your current sales process for ease of use and rapid adoption.
- Define stages and steps and assign objectives, activities, results and close probability.
- Plan and prioritise your day with your own customised dashboard view, based on your top opportunities, activities and appointments.
- Automate best practices so that sales representatives follow a consistent, repeatable, and winning process to drive opportunities to close.
- Secure your information with user level access controls, based on role and responsibility within the organisation.

Manage your Calendar and Activities

- Manage your schedule and track phone calls, meetings, tasks, events and literature requests.
- Side-by-side view of team members' calendars with the ability to see appointments and free/busy status.
- "Pop-Up" alert reminders for scheduled meetings and activities.

Focus Sales Efforts and Drive Results with Reporting and Analytics[3]

- Configure sales dashboards for instant knowledge of critical data, such as top opportunities, hottest leads or sales stage.
- Forecast at the territory, region, and national levels to gain insight and make informed business decisions.
- Advanced analytics capabilities provide a deeper understanding to fully evaluate individual and team effectiveness through win/loss, ranking, forecasting and pipeline analysis.

Empower Sales with Sage SalesLogix Mobile[1]

- Stay productive away from the office and between customer appointments with rich CRM functionality on your iPhone®, iPad®, Android™, or BlackBerry®[2]
- Keep the momentum going during your customer meeting with the ability to access all critical information from your mobile device.
- Respond to customer requests for quotes, order status, or literature, during or between meetings, to exceed expectations and advance the sale.
- Record notes, define follow-up activities, and schedule your next meeting before you leave your customer's office.
- Update your team and keep them informed as you enter critical information into your CRM from your mobile device.

1 Requires Sage SalesLogix 7.5.3 or higher.
2 Supports iPhone 3.x and higher, iPad, Android v2.1 and higher, and BlackBerry v6.0 and higher, and HTML5/CSS3-compliant browsers.
3 Sage SalesLogix Advanced Analytics requires an additional fee and Sage SalesLogix v7.5.4 or higher. Sage SalesLogix Advanced Analytics users must be licensed Sage SalesLogix users

Your Relationships. Your Information. **Your CRM.**

In short, this means CRM without compromise. Your processes for identifying prospects, acquiring customers, building loyalty, and delivering an exceptional customer experience are what make your business unique and successful. Sage SalesLogix offers unparalleled flexibility in how you deploy, use, and pay for a powerful CRM solution that helps you accelerate your strategic advantage.