



Saleslogix CRM

CRM for the mobile world

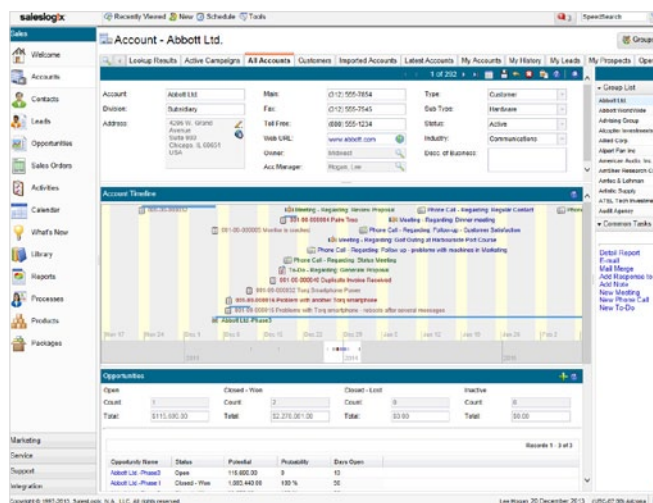
Saleslogix is the CRM platform of choice for companies strategically focused on customer engagements. Designed to deliver cost-effective, purpose-built solutions for the mobile world, Saleslogix is available in the Cloud, on-premises, and via mobile.

More effective interactions lead to more revenue-generating transactions.

Your customer relationships are essential to your success. Saleslogix is an award-winning CRM solution that delivers a complete view of customer interactions across your sales, marketing, customer service, and support teams, so they can collaborate effectively and respond promptly and knowledgeably to sales opportunities and customer inquiries – both in the office and in the field.

Rich customer profiles and sales productivity tools in Saleslogix help users identify opportunities and streamline sales activities, while sales management tools, analytics, and proactive alerts drive accurate forecasting, informed decision making, and effective team and territory management. Best-practice process automation in Saleslogix accelerates your strategic advantage by recommending

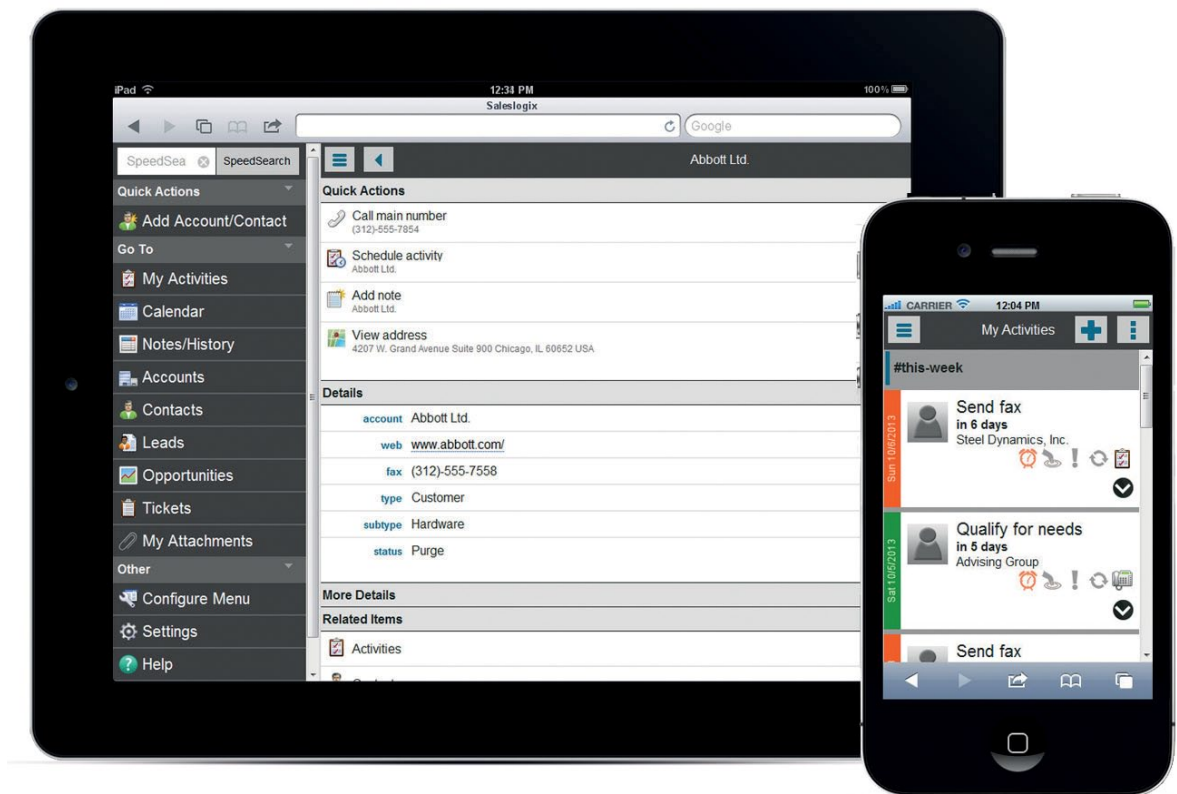
and performing winning actions that drive results. Integrated marketing and customer service ensures calibration across teams in the business of acquiring new customers and delivering an exceptional customer experience.



- Robust customer relationship management tools help drive new business and deliver an exceptional customer experience.
- Rich CRM functionality on smartphones and tablets empowers your mobile workforce.
- Actionable insights enable informed decision making and strategic prioritisation.
- State-of-the-art technology platform for cost-effective, purpose-built solutions.
- Unparalleled flexibility and control in how you deploy, use, and pay for a powerful CRM solution.

Empower your mobile workforce with rich CRM functionality and customer insights.

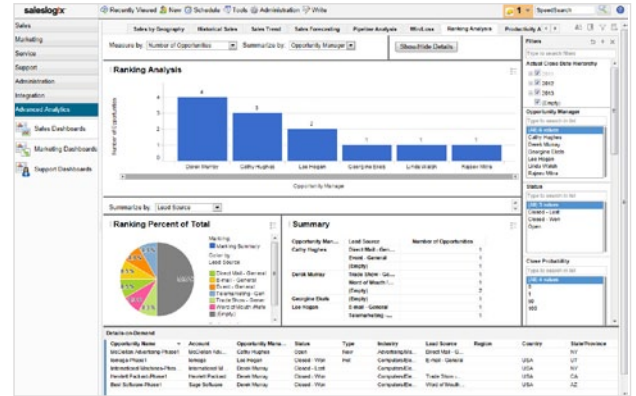
Saleslogix Mobile¹ extends rich CRM functionality to smartphones and tablets, giving your mobile workforce a strong competitive advantage that helps drive productivity and increase revenue. Customisable, secure, and easy to use, Saleslogix Mobile features an attractive, task-orientated user interface designed to put the most relevant customer information at users' fingertips and enable them to perform key actions quickly – online and offline. Interaction with native device features such as mapping, dialling, and email further streamlines the mobile user experience. Saleslogix Mobile updates automatically over-the-air and is included at no additional charge for Saleslogix users. A mobile-only² Saleslogix license option is also available at a reduced cost.



Saleslogix Mobile is easy to learn and use and puts all the information and tools you need to be more effective at your fingertips. Perform key actions quickly and easily with a task-oriented user interface and intuitive contextual menus.

Make informed business decisions and shape strategic priorities based on actionable insights.

Analyse data and assess key performance indicators from across your organisation to gain a deeper understanding of business and team performance and make strategic decisions that positively impact your bottom line. Saleslogix offers a portfolio of reporting and analytics³ tools to meet user and company requirements at all levels of sophistication. From basic lookup, group, and reporting capabilities, to interactive dashboards, timeline visualisations, and custom reports, Saleslogix delivers powerful solutions to increase individual effectiveness and maximise organisational and customer intelligence.



Bring your CRM data to life and maximise your investment with Saleslogix Advanced Analytics⁴, a powerful, yet easy to learn and use interactive analytics solution that includes pre-built, integrated dashboards that span all CRM functions and can include CRM-related data from external sources⁵. With Saleslogix Advanced Analytics, users at every level of your organisation can easily assess productivity, analyse trends, and identify the drivers of and barriers to success — empowering them with the insights needed to focus attention and resources on the most profitable business activities.

The CRM platform of choice for cost-effective, purpose-built solutions.

Saleslogix is a state-of-the-art technology platform that empowers you to maximise the value of your most important corporate asset – your customer data. Exceptional usability and flexible configuration capabilities enable rich, personalised user experiences, helping ensure adoption and user productivity. Advanced customisation capabilities accommodate even the most unique user, team, company, and industry requirements. With robust integration, sophisticated security, advanced process automation, and flexible deployment options, Saleslogix is the platform of

Step	Description	Started On	Completed On
Research	TuDo	6/6/2013	6/6/2013
Initial Call	PhoneCall	6/6/2013	6/6/2013
Set initial meeting	PhoneCall	6/6/2013	6/6/2013
Initial Meeting - Qualification	Meeting	6/6/2013	6/6/2013
Thank you email	MailMerge	6/6/2013	6/6/2013
Substitution Discovery Meeting	Meeting	6/10/2013	6/10/2013
Develop Account Strategy	TuDo	6/10/2013	6/10/2013
Set up Meeting for Product Demo	TuDo	6/10/2013	6/10/2013
Demo Preparation	TuDo	6/10/2013	6/10/2013
Product Demo	Meeting	6/10/2013	6/10/2013
Demo Thank You Email	MailMerge	6/10/2013	6/10/2013
Develop Proposal	TuDo	7/8/2013	7/8/2013
Proposal Generation	MailMerge	7/8/2013	7/8/2013
Proposal Delivery	TuDo	7/8/2013	7/8/2013
Proposal Review	TuDo	7/8/2013	7/8/2013
Get sign-off on proposal	TuDo	7/8/2013	7/8/2013
Plan Implementation	TuDo	7/8/2013	7/8/2013
Order Form / You Letter	MailMerge	7/8/2013	7/8/2013
14 Day Follow up	PhoneCall	8/5/2013	

choice for companies seeking to build cost-effective, purpose-built desktop and mobile applications that support the unique ways you do business, now and into the future.

Rely on Saleslogix as the hub of your commercial operations by creating rich customer profiles built by capturing information and interactions from across your organisation and from external sources. Integration with business management applications, desktop productivity tools, emarketing, and social media empowers everyone in your organisation to work together, efficiently, in the business of building profitable customer relationships.

Your business is unique. Your CRM solution should support the way you do business.

Saleslogix is CRM without compromise, offering unparalleled flexibility and control in how you deploy, use, and pay for a powerful CRM solution. Multiple deployment options – including cloud, on-premises, hybrid, and mobile – accommodate your IT profile and business objectives. Flexible license and payment options support your financial preferences. Buy or subscribe while maintaining full ownership and control of your data. Select from and mix multiple license types — including named, concurrent and mobile-only — to lower TCO (total cost of ownership) and align requirements with differing user profiles. With Saleslogix, you won't need to change the way you do business to accommodate your CRM system.



CRM for the mobile world

For the millions whose job takes them away from the office, Saleslogix has a rich mobile legacy — delivering the platform of choice for purpose-built applications for the mobile workforce.



Better interactions

Intelligent collaboration and best practice automation across sales, marketing, and service via Saleslogix help drive revenue and delivery of an exceptional customer experience.



Ultimate flexibility

Saleslogix offers unparalleled flexibility and control in how you deploy, use, and pay for a powerful CRM platform. Cloud, on-premises, hybrid, and mobile options accommodate your IT and business objectives.

Get started today!

Call us at 0845 268 0220, contact your Saleslogix Business Partner*, or visit saleslogix.com to start a free trial today!

1. Check the compatibility list at saleslogix.com/compatibility for supported devices and browsers. 2. Mobile-only licenses may be used exclusively or mixed with full named and concurrent licenses in the same implementation. Ten named user minimum required for cloud deployments. Some limitations may apply. Check the compatibility list at saleslogix.com/compatibility for supported devices and browsers. Requires Saleslogix v8.x or higher. No downgrades from full named or concurrent user licenses. 3. Some analytics solutions require an additional fee. 4. Saleslogix Advanced Analytics requires an additional fee and Saleslogix v7.5.4 or higher. Saleslogix Advanced Analytics users must be licensed Saleslogix users. 5. Data must be used for CRM-related analysis in support of the Sales, Marketing, or Customer Service/Support roles, and must be tied to Saleslogix data.

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