



IT SOLUTIONS FROM
KONICA MINOLTA



Standard Microsoft Dynamics CRM – BOX solution

- > Ready-made systems of Microsoft Dynamics are a guarantee of the development and support of the standardized form. Their advantage consists in the rapid deployment by Rapid Implementation Methodology. Systems in a standardized form are also used by large and international companies.

CRM – BOX for effective customer relationship management

The standard functionality of Microsoft Dynamics CRM will be deployed within the implementation. It is a comprehensive solution for customer relationship management, which provides all the tools and capabilities needed to create and maintain a good overview of customers. With modules of Sales and Marketing you will get a better opportunity to target new customers, more efficient management of business relationships and a holistic view of your customers.

How the system works in selected areas

Sales

The module will help you to optimize sales activities with familiar and intelligent features. You will work in an intuitive interface. Of course it will be integrated with Microsoft Office, so that you can devote more time to your customers, shorten sales cycle, increase the percentage of acquired sales opportunities and have real-time visibility of key indicators.

Marketing

The module for marketing management is a flexible, easy to use and designed to fit your business needs. Take advantage of all business opportunities and profit from potential within your existing customer base. Thanks to intuitive marketing features you will be able to assert yourselves in the market effectively and achieve higher productivity.

License – License Microsoft Dynamics CRM for 5 hosted users

General

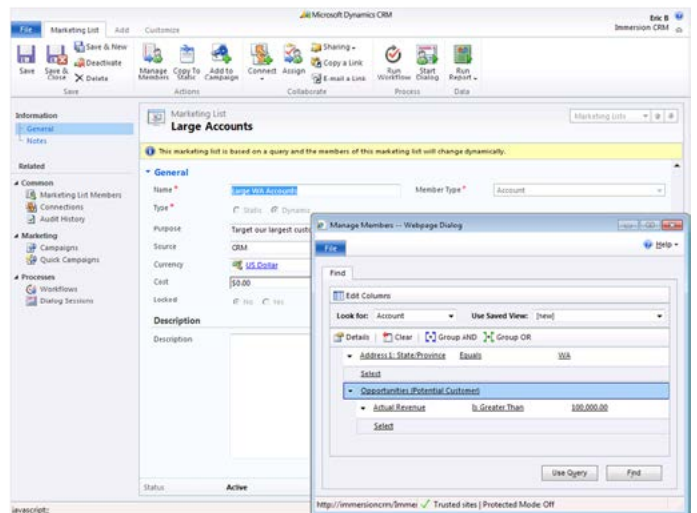
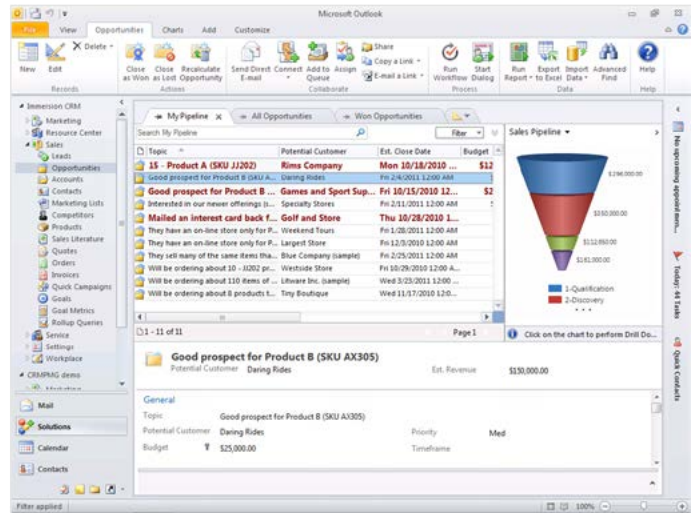
- Records administration
- Workflow
- Integration with Outlook
- Knowledge basis
- Reporting tools

Marketing

- Marketing lists
- Campaigns

Business

- Evidence of interested persons
- Evidence of contacts and trade relationships
- Evidence of users
- Evidence of teams
- Business opportunities
- Tasks – planned activities
- Activities – evidence of actions related to the Account and Contact
- Segments – groups of Accounts, Contacts and Prospects
- Products
- Invoices



Main benefits

- You will get an excellent and necessary overview of your customers, because a satisfied customer is an essential part of a thriving company.
- Current customer information will allow effective use of communication mix tools (advertising, personal selling, sales promotion, direct marketing, etc.).
- Offering effective and consistent customer service strengthens their loyalty and your revenues.
- Effective support for your salesmen – better understanding of customer needs, tracking sales opportunities; for field work there are the possibilities of offline access or access via mobile devices, and much more.

Assumptions and limitations

- No detailed analysis and the definition of system customization according to customer requirements will be performed.
- Data migration - only the transmission of the business relationships and contacts with WEBCOM templates in Excel format files is performed. These are processed with standard import routines.



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You will be convinced by our **RESULTS**