

Salesboom: Team Edition

DATASHEET

We know Customer Relationship Management and automating the sales department is critical to the success of all businesses, large and small. Salesboom Team Edition is the small business Customer Relationship (CRM) software application you've been looking for and is the best value in hosted CRM. If you're a company of 30 employees or less, then Team Edition is the right choice for your sales and support teams.

With Salesboom Team Edition, we've designed our hosted CRM software system around the needs of small businesses. CRM is critical to your small business success and Salesboom is a proven system, with thousands of subscribers in hundreds of countries. Try our free small business software trial for 30 days.

Salesboom Team Edition gives you competitive, cutting edge Sales Force Automation, Customer Service, and employee collaboration tools that will help you sell and retain more customers:

Marketing:

- E-mail Marketing Management
- Web-To-Lead

Sales Force Automation:

- Contact Management
- Sales Leads Management
- Account Management
- Opportunities Management
- Revenue Forecasting
- Customizable Views, Reports & Dashboards
- Auto Response E-mail

Customer Service & Support:

- Case & Solutions Management
- Searchable Knowledge-base
- Auto Response Emails
- Online Case Capture
- Auto Response E-mail

Users Embrace Web Simplicity

Team Edition is your best option if you are a small business looking to garner efficiencies through technology solutions. Begin to understand the power of Salesboom CRM by using functionality to track employee activity, manage your customer relationships, and encourage efficiencies through collaboration among teams in different business lines.

100% Service, Guaranteed – 0% Software Maintenance

Team Edition can easily automate and amalgamate information and activities relating to Lead and Account Management, Contact Management and Forecasting/Reporting/Analysis. As a small business or a business beginning to explore the benefits of an on-demand CRM Solution, step away from costly software maintenance in the form of deployments, upgrades, training and support. Team Edition is delivered via the web with seamless maintenance and upgrades that include supporting services via a Salesboom Service Level Agreement.

New Age of Communication

The international standard for communications today is the Internet. For companies engaged in a transition to on-demand services, it is possible to consider opportunities to get information out efficiently to teams and partners in a cost efficient, modern manner. Your organization can work in real-time without being tied to spreadsheets and databases that reside on somebody's hard-drive, somewhere.

The Salesboom Web Services API is an industry standard in on-demand services. Unlike many other on-demand applications, Salesboom offers many automations built in as a standard configuration, avoiding the cost and complexities of adding basic services to a skeletal framework.

Team Edition Process Improvements:

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Customer Service / Support	Team Edition delivers capacity for managing customers throughout the many phases of the relationship.
Secure, Scalable Online Infrastructure	Team Edition employs Role Hierarchy to restrict record access, record controls for Private, Public Read/Write, Public Read/Write, User Security Profiles with a customizable workflow. Additional tools include real-time alerts and User IP and time based login restrictions. All services that excel in providing very granular access to system and contents based on operational requirements.

Employee Collaboration:

- Web-based E-mail Retention & Supervision plus Outlook Integration
- Activity Management (Notes, Tasks, Events & Shared Calendar)
- Phone Call Management
- Instant Messaging
- File & Document Management

Business Process Automation & Security:

- Role Hierarchy to Restrict Record Access
- Private, Public Read/Write, Public Read Only Record Controls
- User Security Profiles
- Customizable Workflow
- Real Time Alerts

Bring your sales and support teams together by harnessing the power of Salesboom CRM. Give your employees unprecedented sharing of resources and empowerment to do their best. Streamline internal processes, increase employee productivity, improve customer retention and your business will boom.

You can take advantage of Salesboom's Team Edition for as low as \$200.00/user per year and can test drive the Salesboom Team Edition completely free of charge for 30 days; no strings attached. Take our Free 30-day Hosted CRM Trial offer today and find out just how easy it can be to witness dramatic improvement to your business.

You can upgrade the Team Edition to Professional Edition or Enterprise Edition at any time by calling your sales representative directly for more information at 1.877.CRM.SALE (toll free in North America) or 902.444.3211 or via e-mail at sales@salesboom.com.

Rapid Deployment	Basic Roll out can happen within a couple of weeks, customization requires consultation with Professional Services before a roll-out date can be set.
ROI	It is entirely possible to add any process components requested, but it is not strictly necessary. This is an important consideration when factoring in ROI in the context of your business improvements.
Reporting/ Analysis	Use on-board, intuitive, dashboard tools to create real-time reports and perform accurate up-to-date analysis.
Easy Customization	Customization is easy on many different levels: Enterprise, User, Interface, Legacy, and more. There are no limitations.
Usability	Professional Edition employs AJAX and Comet programming to deploy very versatile tools, such as online notes and Rolodex type functions for quick and easy updates to files.
Legacy Connectors	Professional Edition has built-in connectors that permit outside applications to connect to the CRM. Connectors are pre-built for applications such as SAP, Siebel, Microsoft; TIBICO integrations are also possible in this edition.

Salesboom is available via the Internet 24 hours a day, 7 days a week. The service comes with a Service Level Agreement including access to the system monitoring tool.

Once you have determined that the Team Edition is what you need for your operations. Contact Sales and they will arrange consultation with the Technical Team and/or Professional Services as required.

About Salesboom

Salesboom™ is a world leader in delivery of on-demand Customer Relationship Management (CRM) and Enterprise Resource Planning (ERP) solutions.

Salesboom has over 28,000 subscribers from around the globe, ranging from SMB to Fortune 500 customers, in over 154 countries around the world. Salesboom.com solutions drive innovation, enable business realignment, and enriches customer relations across the enterprise.

Sign up for a Free CRM Software 30-day Trial
 Phone: 1.877.CRM.SALE (1.877.276.7253)
 E-mail: info@salesboom.com

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Contact Salesboom

General Inquires	1 877 CRM SALE 1 877 276 7253
Sales	902.446.4857 Billing Enquiries 902.423.6732
Client Care	902.446.3440 Professional Services 902.423.6712