

Project-SalesAchiever®

'The Building Industry Specialists'

Project-SalesAchiever®

CRM & Project Tracking Software

Data-Cleanse

Enhance, de-dupe & improve your databases

Sales Consultancy & Training

15 years experience in the building industry

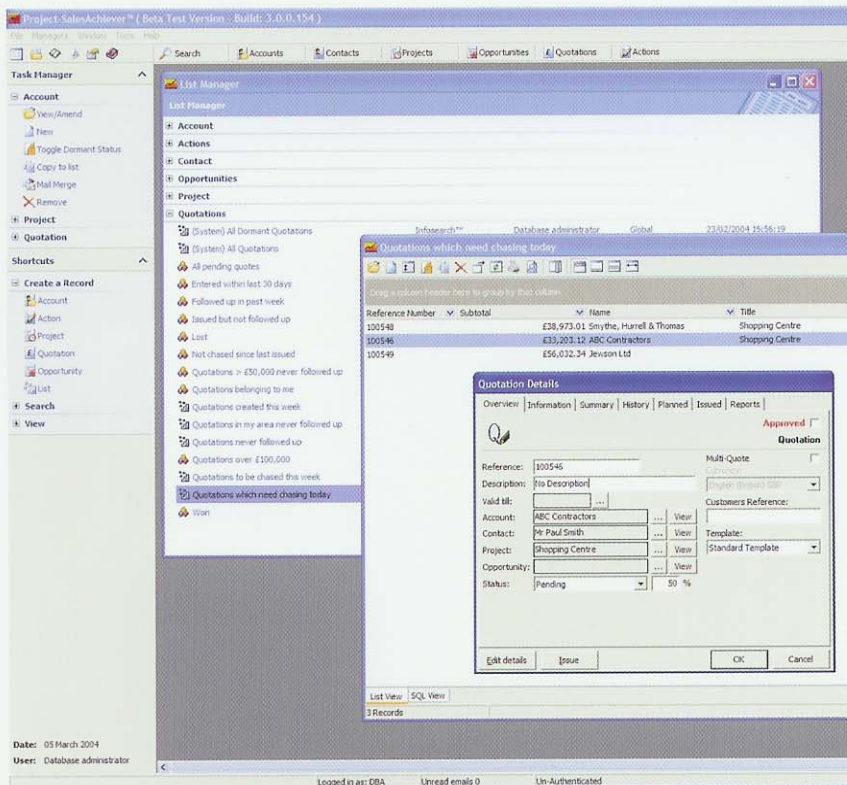


Project-SalesAchiever®

Project-SalesAchiever® is a Customer Relationship Management (CRM) software product with a difference. Specifically designed to manage the complex sales process in the Building Industry, it combines all the features you would expect from a powerful CRM package and also includes the import and tracking of building project leads.

Each of our Clients' sales teams have different requirements so the software is modified to meet these needs whether a sales team:

- manages key accounts
- is specification driven
- tracks projects
- generates quotes



Your team sees exactly when:

- Relationships begin to slip
- A customer needs a call
- Business needs chasing

Project-SalesAchiever®

- Dynamic customer and contact database – optional population from postcode database.
- Import and track building projects from ABI, Glenigan, CIS/Newmarket, Protel and add your own.
- Time management with built-in diary or option to use Outlook/Organiser instead.
- Quotation module and sales opportunity management module.
- Links to all Office suite programs and stores files – targeted mail-merge.
- Integrates seamlessly with accounts or ERP solutions.
- High security – easily control who sees which records and what they can do to them.
- Full installation and training at all levels plus expert technical support.

Data-Cleanse

Building Industry Expertise

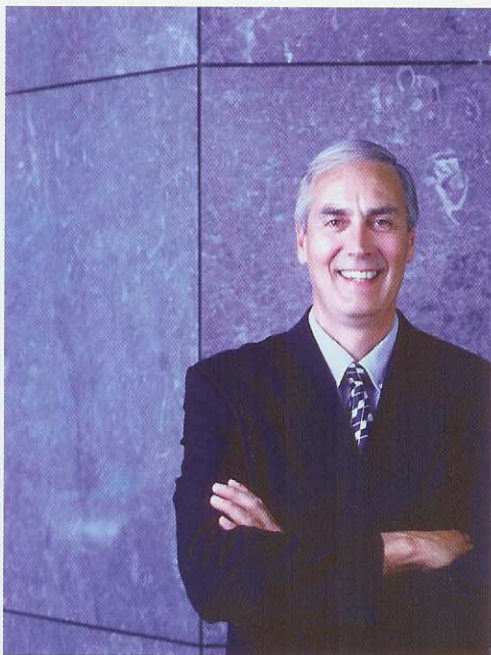
Inconsistency, duplication and inaccuracy are commonplace within some databases especially when external data such as project leads are being poured into your system every week. Some of the features of Data-Cleanse include:

- The Data-Cleanse service and tools will update phone numbers with new codes, update addresses with correct postal towns, postcodes and counties.
- Cleansing the data – Data-Cleanse will standardise company names & addresses and re-order address fields correctly.
- Merging duplicate records – into 1 master record along with all the linked records such as contacts, projects, quotes and actions.
- Removal and storage of duplicates – no loss of data can occur!
- Consultancy on how to prevent degradation of data quality and tools provided to run de-duplication and cleansing yourself.



Poor quality and inaccurate data costs companies money in:

- Lost revenue
- Increased marketing spend
- Dissatisfied customers
- Inaccurate forecasting



Consultancy

With 15 years experience in the building industry, SalesAchiever will provide all the services you need to help deliver a powerful yet easy to use CRM solution. This is carried out through system configuration, defining key processes, training users at all levels and includes management report design.

Sales Training

SalesAchiever has been developing sales teams worldwide within the building industry. We can provide training sessions from Improved Spec selling, Building industry Fast Start Courses, Telemarketing/Telesales Sessions and Strategic Account Planning.