



TrixCRM Sales Force Automation enables businesses to acquire, retain, and also develop profitability customer relationship by increasing the sales and marketing performance and maximizing customer satisfaction and loyalty. Utilized rich sales automation capabilities in TrixCRM Sales Force Automation to increase productivity by automating prime aspects of selling cycle, maximize selling effectiveness with advanced sales tools and resources, and make informed decision based on the accurate visibility into sales pipelines.

Trix Sales Force Automation allows your sales team to each have an individual dashboard which consists of task lists to be performed, lead to be followed up, opportunities that must be managed and also forecast of sales target for every quarter.

The SFA system allows the sales teams to follow the progression from sales lead to sales opportunity which eventually on the closure of the sales prospect; by providing the quotation and sales order to the customers

## Budgeting and Forecasting Sales

Sales management requires analysis and management tools, including opportunity analysis, forecasts, and also territory assignment. Automatically providing each individual sales opportunity estimates into sales forecasts, quota comparisons, sales reports will deliver critical information to sales management while saving the sales representative valuable time.

Budgeting and Forecasting allows the sales department to keep track on the budget and also the forecast for each particular sales. This will allow the users to have more in depth information on the projected sales. By doing so, the management or the users will be able to strategize themselves in striking a business opportunity with customers

## Leads Management

Capture and qualify leads and monitor campaign effectiveness. Quickly view statistics on the percentage of leads closed for each individual marketing source, understand the actual cost per lead, assess the number of sales from each campaign, and even analyze profit per lead

## Opportunity Management

Opportunity Management enables you to effectively manage sales opportunities, accounts, and contacts throughout the entire sales cycle, in an integrated view, to view all opportunity information. Effective selling methodologies rely on structured processes with multiple steps and milestones.

Additionally, this process assists you in organizing all the information and planning around the opportunity, setting milestones, and tracking the completion of a sale. The system comes with an escalation engine that could also track and monitor the sales cycle for your team as reminder or escalation. The Opportunity Manager facilitates a consistent selling methodology

## Quotation Maker Management

Quotation Maker allows you to manage the discount authorization according to the seniority of the sales personnel. It provides with a proper and standardize quote of the products and services, based on the company's current offerings and applicable promotions, along with the needs of the customer.

In addition, this process manages and tracks the entire quote process including the history of all quotes generated. It provides you a virtual customer file with all the previous quotation correspondence. An added feature will be to provide profit and loss details by each quote basis

## Features within Trix Sales Force Automation

- Budgeting & Forecasting management
- Leads management
- Opportunity management
- Quotation Maker management
- Sales Order management
- Product Catalogue management
- Billing management
- Process & Automation management
- Report management
- Administrative

## Hardware & Software Requirements

Database Management Software (DBMS)

- Microsoft® SQL Server 2000 onwards
- MYSQL® version 5.0 onwards

TrixCRM is compatible with

- Microsoft® Windows XP Professional SP1 or later
- Microsoft® Windows Vista
- Microsoft® Windows 7
- Microsoft® Windows Server 2003 onwards

Minimal hardware requirement

- Pentium III 2.0 GHz
- 2GB (1x2GB) DDR-2 667MHz ECC Memory
- 250MB, Hard Drive



### Sales Order Management

Sales Order Management will provide tracking of the sales order that is received. This will tie the quotation to the PO that has been received. From here, all the details of the sales order will be made available and all this information will be used for reference

### Account & Contact Management

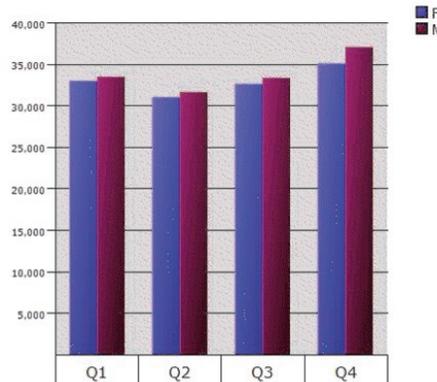
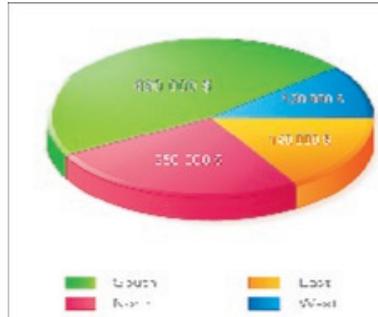
Account and Contact Management has the capabilities to support a full integrated and detail view of customer information. It allows you to map the customer organization structure and interlink customer ID with the change requests. This is to ensure a tied integrated mechanism where change requests are closed linked together with the customer.

TrixCRM Account & Contact Management provides you the additional capabilities to register and identify with your customers behavior patterns. Providing your organization with key information to engage each individual customer in a more personalized and customized package. This also adds the capabilities for you to identify buyer behavior patterns that could be a factor of segmenting your market

### Reporting management

Trix Sales Force Automation embedded with comprehensive reporting running on both tabular and graphical reports. This will allow the users to digest and understand the information easily.

On top of it, the generated reports are able to be exported into industrial standard formats. This will allow the end users to have further derive of details reports based on the initial generated reports. Therefore, the management will be able to 360 degree view on the current sales pipeline of the sales team easily without any hassles.



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