sales crm

EQMS

Are you still managing

leads in Excel?

EQMS is simple, affordable and ready to use sales lead management that helps you provide all the required information easily at your finger tips, thus letting you respond to customers/prospects quickly, focus on important activities such as working on strategy to improve sales, building strong relationship with your customers or prospects, generating more leads.

manage your leads in 3 easy steps

1. leads > 2. follow-up > 3. closure → booked / lost

Convert More Leads/Enquiries into Sales

EQMS CRM software helps you organize and automate your organization's sales process thus letting you focus on more important activities required to accelerate growth.

Are you still using excel

to manage your sales leads?

How does EQMS benefit your organization?
- It gives you a combined overview of leads across various branches in a single click.
- Track and manage every single follow-up
- Reminds you for follow-up with prospects.
- Provides Analysis in terms of products and region that attract more sales,
- marketing—Campaigns or source that generates more leads etc.

Many organizations struggle to manage their enquiries, lot of time and effort is wasted in recollecting the history of discussions done with particular customer or prospects since the details are maintained in the cluttered way.

EQMS is a smart and intuitive tool for sales lead management which helps you manage leads in an effective and organized way.

EQMS features and benefits

Manage your leads in 3 easy steps

Lead → follow-up → closure

Manage Leads

90% of the leads are lost because they are not acted upon quickly. The primary cause of which is mismanagement of lead information.

Mainly organizations receive leads from various channels such as website, walk-ins, paper ads, referrals and other sources. The interaction of a lead is either stored incompletely or sometimes it even gets missed. Since they are manually maintained, it might even get misplaced if not digitally recorded.

EQMS lets you digitally capture each and every interaction with the prospects in more organized way. As the data is stored centrally, it can be easily accessed even across multiple branches.

Follow-up Reminders

Most of the deals are lost to competitors due to less follow-up or over follow-ups.

Responding quickly to the prospects dramatically Increases the chance of winning the deal.

With EQMS you can schedule follow-up reminders, so that you do not miss important follow-ups. Once the follow-up is done the interaction with the prospects can also be recorded.

Payment follow-up can also be done in EQMS.

Track Closures

Why you lose or win the deal

We fail to understand the reason why we lost or got the deal. It is very important to know your strong selling points as well as your weak points to further enhance your sales and profitability.

EQMS CRM tracks complete closure details such as deal status, payment details along with the reason for winning or losing the deal e.g. Good Product, lost due to high price, lost to a competitor and so on.

Connect multiple branches at real time

Managing multiple branches is cumbersome.

Common problem faced by the organization is managing and monitoring the leads in multiple branches. The information is not readily available to the management and staff, meetings and reviews are prolonged due to geographical distances.

lead management system helps you to easily connect with other branches and keeps you updated on leads, follow-ups, closures, most enquired products etc.

Team Management

Bridge the communication gap between employees across branches.

It is difficult to track sales performance of individual branches, sales team sitting at a remote location.

EQMS CRM helps you track and review the branch performance and individual employee performance as well. You can create teams for every branch and allocate leads to the sales executives within the team e.g. Mumbai Team, Delhi Team etc and add employees

Marketing via SMS and Email

Keep prospects/Customers informed.

Marketing campaigns are more effective if it reaches right audience, at the right time. Many a times we send promotional messages to the irrelevant audience.

EQMS CRM enables you to manage your campaigns selectively and effectively by providing you with option to send offer mail and SMS, to the selective audience depending on the geography, leads that are hot or cold, leads generated from specific source (like newspaper, magazines) and customer type (like corporate group or individuals)

Trend & Analysis

Are you able to track what's working and what's not?

Getting a complete overview of sales is always difficult. Detailed analysis of factors affecting the sales performance is very difficult to track unless a proper process is in place.

EQMS gives you complete overview of your sales performance with powerful reporting tool and graphical and statistical analytics in MIS and Dashboard. Therefore providing you complete analysis on campaign that has worked best for you and one that haven't, the hot selling products, branches contributing highest revenue, referral programs, customer type ratio in terms of individual or corporate group, monthly snapshot of sales ,prospective closures and more.

Quotations

Standardized and professional communication creates brand value

Generally quotations that are sent to the customers are not consistently designed it may vary from person to person and moreover are not easily available for ready reference.
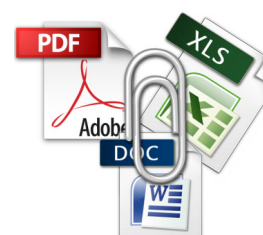
With EQMS you can create quotation in a standard format thus you don't have to keep struggling with the placement of logo and tables in the document. Instantly generate professionally designed quotes and get edge over your competitor.

Document Attachment

Struggling to find documents exchanged with prospects.

You struggle to find it when you need it the most this is what happens with the documents exchanged with prospects as they are stored in unorganized way.

EQMS CRM lets you attach every single document or mail shared with the prospect during lead follow-up. The file attached can be in any format e.g. .doc, xls, pdf even a mail format.

Only CRM that gives you the option to install data on your server or go cloud

Or

Choose right one for your business

Editions

EQMS CRM is available in various editions to suit your business needs.
You can select right edition depending on your business size.

My Edition : Personal Sales lead management

Basic Edition : Multi user sales lead management system

Standard Edition : Effective team management, Quotes

Professional Edition : Powerful Analysis & Reporting, Improve communication with prospects

Premium Edition : Connect multiple branches across various locations.

Enterprise Edition : Complete Enterprise Solution

Custom Edition : Customize it as per your requirement

License Type

Various licensing options such as subscribe, online and Buy gives you flexibility to choose appropriate license for your business.

Subscribe : Pay as per use, data on your server.
Online : Pay as per use, data on our Cloud server
Buy : Perpetual license, one time fee, data on your server

Subscribe
Pay as you Consume
• The software and data is hosted/installed on your server.
• Pay as per use.
• Pricing is based on per user, per month.
• Get free support and version upgrades.
• Easily scale up or down as per business needs.

Subscription is a SaaS model in this you consume the software as service and pay subscription fee for per user per month.
You get free standard support during this period along with all upgrades. You can scale up or down on contract renewal.
Software is installed on your server and a nominal fee (subscription fee) is paid by you.
If you choose to terminate the contract at the end of contract period you would not be able to use the application.

Online
Save on infrastructure cost
• Data is hosted/installed on our server.
• Pricing is based on per user per month.
• Get free support and version upgrades.
• This option is available from Standard Edition onwards only.
• This option is available for selected edition only.
• File storage optional at extra cost.

This is a SaaS model where software and server is rented, similar to subscription even here you have to pay a rental which is bit higher than the subscription model as it includes the cost of maintaining the server.
Your data is hosted on our secured server and can be accessed via internet.
This is a subscription model and would need periodic renewal, else you would not be able to access

Buy
Own the software
• The software and data is hosted/installed on your server.
• Pricing is based on per user, one time cost.
• Get 1 year warranty which includes support.
• AMC is 20% of the product cost, subject to change.

Here you buy the perpetual application license for no of user. You can use the software that you buy for lifetime. You get the warranty for 1 year or as specified by your contract where you would be entitled for free support and version upgrades.
Post warranty you need to go for an AMC (annual maintenance contract) which is non compulsory if you wish for support and free upgrades during that period.
You can avail for paid version upgrades or paid support incase if you are not covered under warranty or AMC.
As compared to Subscription and online, Buy would be little expensive.
Software would be installed on your server and would be managed by you.

Other software's

project timesheet
TIMETracker

service crm
service desk

HVAC SOFTWARE