

EQMS

Enquiry is Heart of Every Business

Manage your
Sales leads in

3

Easy Steps

Enquiry



Followup



Closure



EQMS helps you work more
smartly and effeciently

FREE
DOWNLOAD



www.spinso.com/eqms

EQMS is an enquiry management software easy to use tool for all sales opportunities. Lot of time and money is spent to generate an enquiry like exhibition, advertisement and other marketing techniques but due to irregular follow-up the deal is not closed. EQMS will help you increase productivity thus increasing your sales.

EQMS is a cost effective solution to capture follow-up and other essential details which will help sales professionals to manage the leads and take necessary and timely actions.

“If you are still using excel sheet to maintain your Enquiries & Follow-up details, try **EQMS** and feel the difference.”

Common problems faced

- Tired of maintaining sales lead in excel?
- Unable to track details of sales lead?
- Struggling to get the information on time?
- Worried about the security and tampering of data?
- Irregular follow-ups.
- Keeping track of documents exchanged with clients.
- Incentive calculation.
- Review process takes a longer time since unified view of data is not available for executives or team.
- Worried about hand holding of sales lead incase where existing employee leaves organization.



Benefits of using EQMS

- A single place where all the data related to sales leads are maintained.
- Popup follow-up reminders for critical customer.
- Track all stages of enquiry right from enquiry generation, follow-up, closure etc.
- Maintain complete enquiry details such as customer, products, source, attended by.
- Region-wise lead details.
- Track complete follow up process.
- Maintain payment details of order booked.
- Incentive calculation made easy.
- Know your strong selling points.
- Know reasons on lost orders.
- Measure team & employee performance.
- Comprehensive customer details.
- Customer loyalty to keep a track of repetitive business from customer.
- Better Sales forecast.
- Analyse campaign success.
- Arrive at best promotion technique.
- Backup and Restoration facility to safeguard your data.

EQMS is best suited for

Managing sales lead

CRM

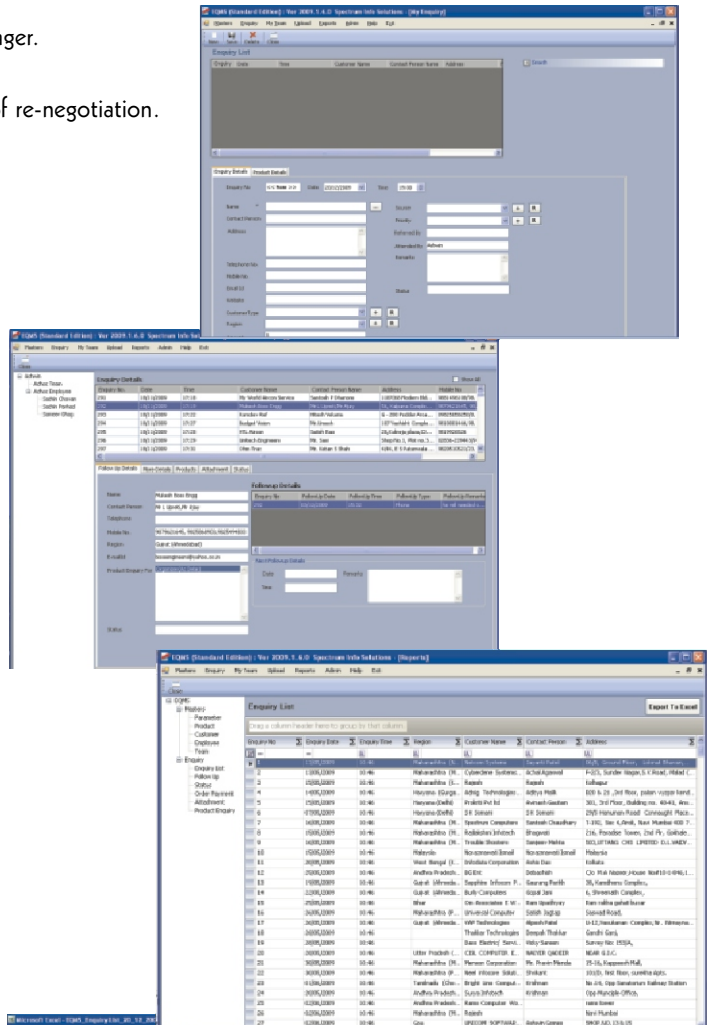
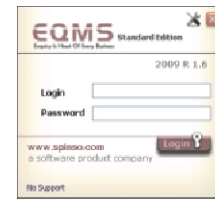
Contact management

Any kind of follow-ups

We all have ability. The difference is how we use it.
Stevie Wonder

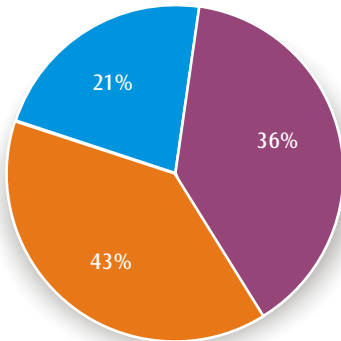
Features

- Simple user friendly interface requires minimal training.
- Facility to capture multiple products with enquiry.
- Follow-up reminder along with action to be taken.
- Provision to attach various document like quotation and other related document.
- Incentive details of sales executive can be captured.
- Payment details of customer on closure of enquiry.
- Team creation to access enquiry and follow-up details by team manager.
- Flexibility to re-assign an enquiry to other sales executive.
- Flexibility to reopen an enquiry anytime even after closure in case of re-negotiation.
- History of follow-up done and document shared with customer.
- Upload existing data from excel file.
- Unlimited user creation and access control.
- Export data to excel for report and MIS.
- Facility to backup and restore data.
- DMS to maintain documents shared with customer.



MIS Reports

- Monthly Sales
- Region wise Enquiry
- Enquiry Status
 - Booked
 - Lost
 - Open
 - Cancelled
- Product wise enquiry
- Source of enquiry



Month wise Sales



| Enquiry No | Enquiry Date | Enquiry Type | Region | Customer Name | Contact Person | Address |
|------------|--------------|--------------|--------|---------------|----------------|---|
| 1 | 1/24/2009 | 04 | 04 | HAWAIIAN (H) | CYNTHIA BENTON | 6100 SUNDRIE BLVD, S. FLOOR, HAWAII, HI |
| 2 | 1/24/2009 | 04 | 04 | HAWAIIAN (H) | RAEANN | RAEANN |
| 3 | 1/24/2009 | 04 | 04 | HAWAIIAN (H) | ANDREW GEORGE | ANDREW GEORGE |
| 4 | 1/24/2009 | 04 | 04 | HAWAIIAN (H) | ANDREW GEORGE | ANDREW GEORGE |
| 5 | 1/24/2009 | 04 | 04 | HAWAIIAN (H) | ANDREW GEORGE | ANDREW GEORGE |
| 6 | 1/24/2009 | 04 | 04 | HAWAIIAN (H) | ANDREW GEORGE | ANDREW GEORGE |
| 7 | 1/24/2009 | 04 | 04 | HAWAIIAN (H) | ANDREW GEORGE | ANDREW GEORGE |
| 8 | 1/24/2009 | 04 | 04 | HAWAIIAN (H) | ANDREW GEORGE | ANDREW GEORGE |
| 9 | 1/24/2009 | 04 | 04 | HAWAIIAN (H) | ANDREW GEORGE | ANDREW GEORGE |
| 10 | 1/24/2009 | 04 | 04 | HAWAIIAN (H) | ANDREW GEORGE | ANDREW GEORGE |
| 11 | 1/24/2009 | 04 | 04 | HAWAIIAN (H) | ANDREW GEORGE | ANDREW GEORGE |
| 12 | 1/24/2009 | 04 | 04 | HAWAIIAN (H) | ANDREW GEORGE | ANDREW GEORGE |
| 13 | 1/24/2009 | 04 | 04 | HAWAIIAN (H) | ANDREW GEORGE | ANDREW GEORGE |
| 14 | 1/24/2009 | 04 | 04 | HAWAIIAN (H) | ANDREW GEORGE | ANDREW GEORGE |
| 15 | 1/24/2009 | 04 | 04 | HAWAIIAN (H) | ANDREW GEORGE | ANDREW GEORGE |
| 16 | 1/24/2009 | 04 | 04 | HAWAIIAN (H) | ANDREW GEORGE | ANDREW GEORGE |
| 17 | 1/24/2009 | 04 | 04 | HAWAIIAN (H) | ANDREW GEORGE | ANDREW GEORGE |
| 18 | 1/24/2009 | 04 | 04 | HAWAIIAN (H) | ANDREW GEORGE | ANDREW GEORGE |
| 19 | 1/24/2009 | 04 | 04 | HAWAIIAN (H) | ANDREW GEORGE | ANDREW GEORGE |
| 20 | 1/24/2009 | 04 | 04 | HAWAIIAN (H) | ANDREW GEORGE | ANDREW GEORGE |
| 21 | 1/24/2009 | 04 | 04 | HAWAIIAN (H) | ANDREW GEORGE | ANDREW GEORGE |
| 22 | 1/24/2009 | 04 | 04 | HAWAIIAN (H) | ANDREW GEORGE | ANDREW GEORGE |
| 23 | 1/24/2009 | 04 | 04 | HAWAIIAN (H) | ANDREW GEORGE | ANDREW GEORGE |
| 24 | 1/24/2009 | 04 | 04 | HAWAIIAN (H) | ANDREW GEORGE | ANDREW GEORGE |
| 25 | 1/24/2009 | 04 | 04 | HAWAIIAN (H) | ANDREW GEORGE | ANDREW GEORGE |
| 26 | 1/24/2009 | 04 | 04 | HAWAIIAN (H) | ANDREW GEORGE | ANDREW GEORGE |
| 27 | 1/24/2009 | 04 | 04 | HAWAIIAN (H) | ANDREW GEORGE | ANDREW GEORGE |
| 28 | 1/24/2009 | 04 | 04 | HAWAIIAN (H) | ANDREW GEORGE | ANDREW GEORGE |
| 29 | 1/24/2009 | 04 | 04 | HAWAIIAN (H) | ANDREW GEORGE | ANDREW GEORGE |
| 30 | 1/24/2009 | 04 | 04 | HAWAIIAN (H) | ANDREW GEORGE | ANDREW GEORGE |

EDITIONS

My Edition

EQMS My Edition is personal Enquiry management software designed with a view to cater needs of individuals. All important details such as customer information, reminders of follow-ups and more are captured in the EQMS My Edition. This is licensed version of EQMS and it comes with a single PC, single login user.

Single PC, Single User

Ideal for individuals/startups/entrepreneurs.

Trial version available with cap of 50 Enquiries.



Basic Edition

Basic Edition comes with all the important features required to manage the enquiry efficiently such as capturing customer information, managing sales teams, tracking entire enquiry process, reminder for followup, track employee performance and more.

Single PC, Multi User

Ideal for startups/entrepreneurs for small business

Trial version available with a cap of 50 enquiries.



Standard Edition

Standard Edition is complete package with all the features of Basic Edition plus few additional features such as document management, support for multiple computer across network.

Multi PC, Multi User (LAN Enabled)

Ideal for startups/entrepreneurs for small/medium business

Trial version available with a cap of 50 enquiries.



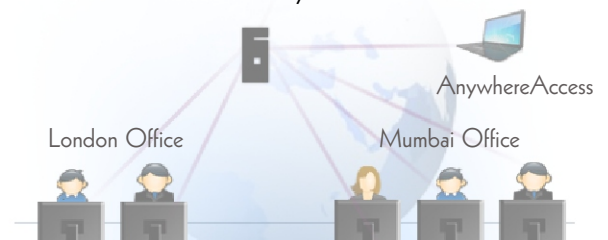
Online Edition

Online Edition has all the features of Basic edition with anywhere access, the data is stored at central location hence you can access EQMS Online from any location, also it can be accessed while traveling.

Multi Pc, Multi User, Anywhere Access (Internet)

Ideally suitable for organization having multiple branches.

Mail/Call us for Free Trial Login.



Compare Features of EQMS Edition

| Features | My Personal Edition | Basic Single PC, Multi User | Standard Multi PC, Multi User | Online Anywhere Access |
|------------------------|------------------------|--------------------------------|----------------------------------|---------------------------|
| Enquiry | ✓ | ✓ | ✓ | ✓ |
| Follow up | ✓ | ✓ | ✓ | ✓ |
| Closure | ✓ | ✓ | ✓ | ✓ |
| Reports in Excel | ✓ | ✓ | ✓ | ✓ |
| Backup & restore | ✓ | ✓ | ✓ | ✗ |
| Reminder for Follow up | ✓ | ✓ | ✓ | ✓ |
| Payment | ✗ | ✓ | ✓ | ✓ |
| Customer Master | ✗ | ✓ | ✓ | ✓ |
| Employee Master | ✗ | ✓ | ✓ | ✓ |
| Region | ✓ | ✓ | ✓ | ✓ |
| Team | ✗ | ✓ | ✓ | ✓ |
| Ad hoc Team | ✗ | ✓ | ✓ | ✓ |
| Re open enquiry | ✗ | ✓ | ✓ | ✓ |
| Re Assign | ✗ | ✓ | ✓ | ✓ |
| Multi product Enquiry | ✓ | ✓ | ✓ | ✓ |
| My Team - view | ✗ | ✓ | ✓ | ✓ |
| Excel Upload | ✓ | ✓ | ✓ | ✓ |
| Multi user | ✗ | ✓ | ✓ | ✓ |
| Lan (Network) | ✗ | ✗ | ✓ | ✗ |
| Access control | ✗ | ✓ | ✓ | ✓ |
| Document Backup | ✗ | ✗ | ✓ | ✗ |
| Multi location Access | ✗ | ✗ | ✗ | ✓ |

Get free support during trial period mail us at Trial@spinso.com

OTHER SOFTWARE PRODUCTS



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