



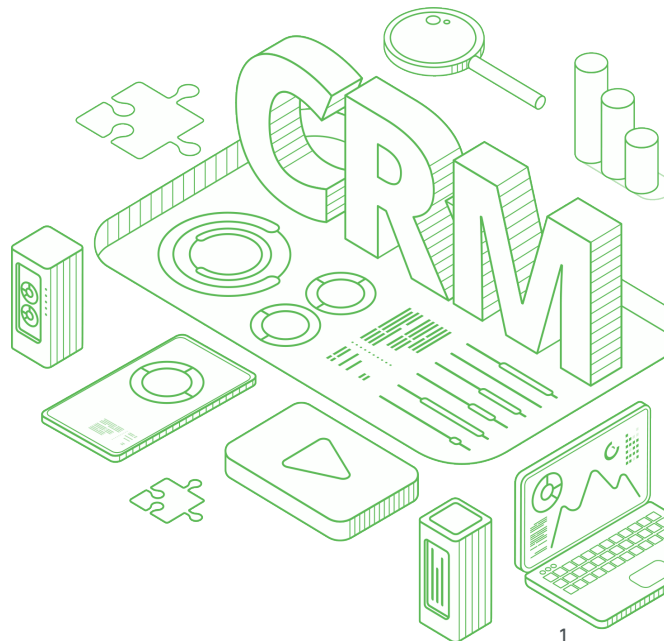
PisaSales CRM

Excellent CRM Software for Sales,
Marketing and Service

PisaSales CRM is a highly flexible standard solution which can be quickly implemented and comprehensively adapted to your requirements. The system has a modular structure and fully incorporates all process lines in the areas of marketing, sales and service. Next to its stationary use, the software is also available for mobile use on smartphones and tablets.

A Central Knowledge Platform for All Customer- Focused Business Units

Use a centralized knowledge and work platform on which all information and functions required for daily work are available at all times and everywhere to all participating employees. In addition to contact and activity management, the software offers modules for the areas of marketing, sales and service, integrated document management as well as strong analytic components.





Stronger Customer Retention

The contact management offers uniform and duplicate-free address administration and can also map enterprise structures and contact relationships. Thus, in addition to

existing and prospective customers, the system enables you to display competitors, business partners, suppliers, partners and dealers.



Collaborative Work

Use the PisaSales CRM messaging service to organize communication between employees, departments and locations simply and without any disruptions. With an innovative chat collaboration tool, you can send and receive messages from all devices. In this way, you are not only permanently in contact with your employees, but the system itself sends you messages if, for example, there is news from your work area, an order has been received or a task is in danger of being overlooked. You are always well informed.



Activity Management

The activity management function helps you to use your own working time and that of your teams optimally. Thanks to easy-to-configure workflows and a reminder and follow-up system, no to-do remains undone and all tasks are completed punctually. A clear team calendar helps you to achieve the optimal utilization of your colleagues. All tasks, appointments, correspondence and telephone calls that are planned, delegated and completed using PisaSales CRM are automatically linked in the correct context in the history - e.g. to the customer, the quotation process, the service ticket or the campaign.

Simple
Flexible
Powerful



Marketing

The GDPR marketing module gives you the right tools to be more successful in the budgeting, planning, preparation, execution, follow-up and performance assessment of all types of events, email campaigns, telemarketing and publication activities. At the touch of a button, real-time analyses give you information on the current status of individual campaigns and which lead sources are performing. A highly effective filter tool is available for the precise selection of target groups. Other highlights of the solution are the simple importing of address data or the easy-to-configure questionnaire module for generating customer surveys and also automated trade fair reports.



Sales

PisaSales CRM offers you suitable tools for an efficient and profitable sales process. Transparency across all sales phases is vital for your success. Hence the software supports you with a central system for handling inquiries, preparing offers and processing orders. Optimize and automate your field staff with digital appointment reports, use a 360° view of both prospective and current customers and process your to-dos and appointments in a time-efficient way. The system also supports you with configuring and calculating complex offers as well as with analyzing potential sales opportunities and evaluating sales funnels. The mobile CRM apps for smartphones and tablets also keep you well informed on the go – online and offline. You can also seamlessly integrate your dealers into the CRM system with a portal solution.





Service

PisaSales CRM provides you with suitable function modules for ticket management and service offers through to planning and implementing service assignments. Service employees in the field can then complete reports on site directly after visits, have them digitally signed and used for invoicing. You maintain an overview of all processes and operations, the service forecast and the most service-intensive products and of your employees. Both your back office and your sales force profit from the simple operation and mobile availability of high-performance service applications on smartphones, tablets and notebooks. Overall, the process from the planning and carrying out of service visits to reporting and invoicing is significantly streamlined.



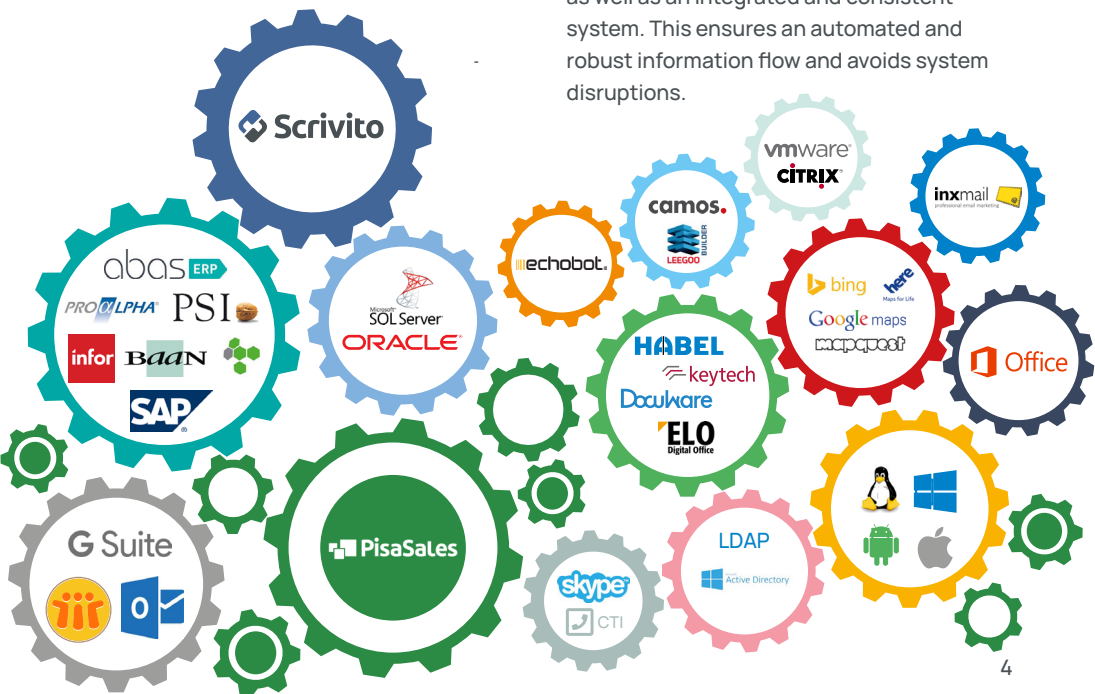
Analytical CRM

Key performance indicators are always visible with PisaSales CRM. In addition to a user cockpit which can be easily adapted, you can use powerful tools for forecast analyses, target and actual comparisons, drill-down analyses, and a trend center which enables multidimensional evaluations right down to the product level.



Integration into Your Existing IT Landscape

PisaSales CRM can be integrated as deeply as needed into your existing IT landscape. In addition to a series of extendable standard interfaces to ERP, DMS and CTI systems, we provide individual integration into additional applications. Connecting your local and foreign locations means you enjoy all the advantages of a uniform process landscape as well as an integrated and consistent system. This ensures an automated and robust information flow and avoids system disruptions.





Mobile CRM

Use PisaSales CRM wherever and whenever you want. Whether on a smartphone, tablet or notebook, an optimized interface and functionality is available to you. In this way, you always have access to all the CRM data relevant for your workflow - such as contacts, tasks, appointments, routes, contracts, documents and service data. Processes are more efficient and quicker with seamless communication between your field staff and your back office. This is noticed not only by the employees in your sales force but also by prospective and existing customers.



250+

Customers

Used in **50+**

Countries

145+

Employees

30+

Years of Innovation

The JustRelate Advantage

- More than 145 highly qualified experts
- Deep understanding of marketing, sales and service
- Pioneers of the internet and web
- 250+ active enterprise customers
- 100k+ active users
- State-of-the-art technology
- Innovative full-service stack
- Agile project realization
- Based in the heart of Europe, used worldwide
- 30+ years of experience

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