



- ❑ **Powerful Contact Management System**
- ❑ **Sales Operations that automate Quote based on Multi-Currencies, Multi-Brand, Multi-Country, and Multi-Distributor Price Lists.**
- ❑ **Sales Order Generation with Customer PO validation against quote and effective Price list**
- ❑ **Invoicing**
- ❑ **Order Tracking**
- ❑ **Powerful Pricing Rules**
- ❑ **Opportunities Management System, that allow tracking an opportunity with all relevant financial and historical data**

**IntelliSoft Sales is a complete Sales Process Automation Solution designed for small and medium-sized businesses and corporate divisions of large companies. It helps sales persons and managers, monitoring their goals and their customers' performance.**

Besides providing automation of the sales process, the system offers powerful tools to manage all aspects related to the process such as Contacts, Customers Contracts, Opportunities, Pricing, Customer Orders validation and sales activities, making the application an efficient knowledge management.

The system provides a variety of rich reports, such as sales analysis, Salesperson, customer and company performance and a set of statistical Reports, allowing the company to have an accurate knowledge about its sales operations

### **Description**

The system automates the sales process through three major functionalities:

- ❑ Maintaining a Database of Customers, Suppliers, Prospects, Banks and shipping companies.
- ❑ Automating the sales operations through handling standard business documents such as Sales quote, Sales and Purchase orders and Invoices.
- ❑ Defining a set of rules to control and validate entries such as pricing rules, order validation etc...
- ❑ Reporting Company, customers and sales persons performance through deep analysis of sales records

### **Modules**

- ❑ System Management
- ❑ User Profile Setup
- ❑ Company Setup
- ❑ Suppliers Information Module
- ❑ Customers Information Module
- ❑ Contacts Management
- ❑ Quote Fully integrated with Customer/Supplier Business Terms
- ❑ Sales Order creation and tracking
- ❑ Sales Invoice
- ❑ Customer Purchase Order validation
- ❑ Sales Analysis by Sales Person, Product, Customer, Country
- ❑ Pricing with Multi-Price Lists (per Country and Group of customers)

