

CRM Solution for Your Esteemed Organization

(A web based software requiring **no additional hardware** and **without any implementation hassles**)

You have built your business most lovingly and painfully and you naturally aspire to grow faster and faster each day. You are working hard each day to maximize your sales, improve customer satisfaction & support, the vital ingredients of any business.

The business specific requirements are as under:

- **Identifying the prospects** (as demand is increasing with large variety of products found in the market)
- **Keep a detailed list of the prospects (contacts) such as doctors, chemists, stockiest, hospitals** (there is need to contact the large prospect base)
- The products are large in number and **proper classification of products is required** to manage them as well as handle queries related to the products.
- To make prospects aware about various **discounts, offers**, etc made.
- **To prepare reports for future date** so as to plan things in advance.
- To submit **reports on daily basis** of various prospects contacted and **gifts/ samples distributed, payment collected, etc.**
- **Monthly tour plans** to be approved from Head office to work upon.
- To know about the **status of employee work** such as number of leaves availed and expenses incurred, etc.
- **To keep extended information about the contacts** such as birthdays, location details for the doctors, etc.
- **To keep data in a proper flow** to avoid confusion as segregation according to area and districts.
- **To communicate and work in integration among all the branches of the Company.**
- **To control the work and minimize loss of data due to employee attrition.**
- **Follow up** with the prospects to know the requirements and work accordingly

This software totally meets the above requirements of business as under:

- The system helps in maintaining contact list according to **hospitals, doctors, chemists, stockiest, etc.**
- **Daily call report to keep the management updated on daily basis** of the work done and business generated, visits made, etc.
- Segregation of contacts according to various types such as **location, specialization of doctors, etc.**
- The system helps in planning the **monthly/standard tour program** to know in advance the plan sheet for the representatives.
- **Maintain all the contact addresses related to a physician/doctor** to maintain a proper record of the same
- Leave planner to apply for leaves and **get the detailed status of leaves remaining.**
- The system also helps in **tracking the deviation, if any, from the actual plan** submitted by the representatives.
- The feature of **mass SMS and mass mailing** helps in making customers and prospects aware of various schemes, offers, discount, products, etc.
- As the **software works on internet, it helps in integrating the complete functions** of the company irrespective of the location of various branches.
- The real time reports generated by the software such as visits made, gifts distributed, and expenses incurred, daily call reports, etc help in knowing various details about the products and employee performance.

About Our Company-FSL Software Technologies Ltd(FSL)

FSL is an 8 years old company having varied skill-set to support a technical team to develop IT business solutions. The Company has a 12,000+ sq feet software development center in Noida, an IT hub of northern India, to accommodate 150+ software professionals.

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‘The Software pays for itself’
‘You only have to say yes, we do the rest’
‘You enjoy the benefits of the business you have so lovingly and painstakingly built.’