

Try and Buy. Call us at +91 120 2401918 or go to www.eazework.com and register for a free trial today.

Manage your Sales Team and Sales Processes Online. No Software to be Installed. No Hardware to be Purchased.

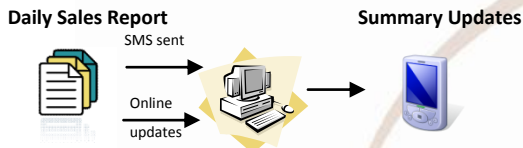
EazeSales™

Despite being one of the most critical functions in a company the lack of usage of systems and processes result in issues in the functioning of Sales Departments. Some of the common problems faced by companies are:



- Outdated information on products and prices
- Lead and Prospect information kept with the Sales Executive not available
- Customer are given commitments which are not kept
- High credit exposure against some customers

Get information on move



EazeSales allows Sales Executives to capture their daily sales information from any location as long as they can access the internet. Day end summary can also be sent using SMS. Alerts for critical tasks also come to them through emails or sms alerts. Managers can get consolidated reports on sms.

View Sales Pipeline & Performance Status



Get instantaneous accurate information on

- What are the hot leads most likely to close this week, month, quarter
- What is the overall sales pipeline
- Performance against target of Sales teams and individuals
- What are the most common reasons for losing
- What are the sources which are giving most leads
- Which products and which regions are not performing upto mark
- Which competitor is active in which lead

Manage Price-Product-Locations-Targets



Responding to rapidly changing market is critical. At times products have to be launched or pulled out in short time. Prices have to be changed and territories reassigned. Geographical territories, Sales reporting hierarchy, Product category mapping has to be done and changed. Achieve all this and more with EazeSales.

EazeSales application covers the end to end sales and collection process for both B2B and B2C sales.



Contacts
Manage all your contacts online. Share with the team.

Leads
Create and track leads. Assign responsibilities, store quotes, track actions. Manage sales funnel.

Invoice
Convert wins to Invoices. Track payment terms, Purchase Orders. Track cash sales through Sales Register.

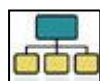
Collection
Update collections both through cash sales and also for payments received against invoices.

Editions available

- Lite : basic sales processes suitable for small companies
- Standard: for additional features like credit control, configurable processes

Subscription starting as low as Rs 250 per month.

Designed to meet your business needs now and in future. Configurable to meet your changing requirements.



Contact Database

- Business to Business (B2B) and Business to Customer (B2C) sales require different levels of prospect details to be captured. This application allows you to manage both the scenarios from one place.
- Prospects, Customers, Channel Partners all can be tracked as Contacts – this allows keeping records in one central place.



Lead Management

This is the core of the application. Features available are

- Centralized lead creation and assignment by Sales Support teams.
- Lead tracking across various stages with clear criteria for lead movement.
- Lead Owner as the primary person who is responsible for closing the lead and he is supported by Team members who can be given specific tasks.
- Managers can view and modify lead information of leads belonging to their teams.



Sales Register and Invoicing

Sales Register

- Useful if the Company has counter sales or cash sales.
- Entering customer information is optional.
- Integrates with sales target and also Collections module.

Invoicing

- Allows generation of invoice as per company formats.
- Payment terms, multiple billing and shipping addresses, linkage to Purchase orders can be managed.
- Credit notes can be used to adjust excess payments.



Credit Limit and Collections

- Allows Accounts to control the credit limit at customer level.
- Separation of the responsibility of collecting payments and updating it as realized.
- Tracking of payment is possible at Invoice or Sales Register level.



EazeConfig™

All EazeWork applications have a built in configurator EazeConfig. Some examples of configuration flexibility in Sales are

- Access to various parts of the application like Contact database, Leads, Invoices can be controlled at a group level.
- Products, Prices, Sales Locations and Sales Executives mapping of these can be managed centrally.
- Lead Stages, Credit Limits, Discounts, Units of Measures can be configured as per requirements.
- Multiple Price Lists and future price changes can be managed.



Tools, Alerts and Reports

Tools – Data which you create and use is your data and EazeWork provides you with tools using which you can download or archive this data when needed. Import, Export tools will help you manage migration of your data from legacy applications to EazeWork applications.

Alerts – Critical activities will be monitored through system generated alerts. These alerts will come through email, sms, and dashboard messages and allow you a direct access to pending tasks.

Reports – Predefined reports are available which will meet most of your requirements.

Data Security and Infrastructure Reliability

EazeWork applications are hosted on ISO 27001 certified and SAS 70 Type II audited data center. This means that the data center is in compliance with US standards of controls policies and procedures and its processes are certified by a third party auditor. All data transfer with EazeWork applications is encrypted and no employee of EazeWork has access to your data directly. We also commit a 99.90% uptime which means a downtime of less than 8 hours and 45 minutes per annum.



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