

product sheet

Sage 100cloud Selling power

*Promote the development of your business
and optimize your business efficiency by
connecting to your ecosystem.*

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Interfaced with Sage 100cloud Commercial Management and open to social networks, the Sage 100cloud Sales Force CRM allows you to retain your customers, win new ones, gain efficiency in your marketing campaigns, structure your sales teams and accelerate the development of your activity.

Manage your contacts and centralize your data

You centralize prospect and customer information, track opportunities, all appointments and the history associated with them. At the office or on the move, all your employees have access to the same information.

Launch more profitable prospecting actions

You integrate prospect databases in a few minutes and segment this database at will according to your challenges and your organization. You plan and carry out better targeted marketing campaigns.

Increase the rate of realization of opportunities and deals

By structuring the sales process, Sage 100cloud Sales Force supports you

in the detection, qualification, signing of projects and the organization of your actions and your appointments. Thanks to the follow-up of opportunities and planned reminders, you limit the risk of loss of business, personalized dashboards help you to follow the evolution of your figure over the period and to focus on the most important prospects and opportunities. You devote yourself to prospecting and winning new customers, to develop your turnover.

Accurately monitor your business activity

You visualize your commercial activity in the blink of an eye thanks to the dashboards, you follow your current business portfolio and to relaunch. You benefit from key indicators for your short, medium and long-term sales forecasts in order to make the right decisions calmly and quickly.

Take advantage of a subscription offer tailored to you

The subscription offered for this solution gives access to this software and benefits from updates. This subscription is tacitly renewed at the end of 12 months.

You can also opt for the services adapted to your needs:

- Enjoy training benefits: unlimited e-learning courses included or discounts on training within your company or remotely
- Our Support teams can be contacted directly by chat to provide you with tips and advice.

Trust

> Manage your business with peace of mind thanks to dashboards and key indicators of your activity, local support and Sage services.

> Sage 100cloud Sales Force integrates facilitating functions within the framework of the GDPR.

Community

> Follow and exchange with your customers, suppliers, partners, etc. through social networks.

Connected

> In teleworking, on the move, simply access your solution and your data at any time, on all your devices.

Collaborative

> Optimize internal and external collaboration by centralizing and dematerializing, on a secure shared workspace, all your information, your invoices, all your documents and your bank flows.

Complete

> Sage 100cloud Sales Force is part of a complete, scalable and customizable management suite, with à la carte options, to provide you with all the flexibility you need to meet the challenges of your business.

The key novelties

> Interactive social media link icon bar. A simple click to display all the pages of the social networks of a company or a contact, helps to find the pages.

> Many tools and utilities: search for a term in the entire database, save with option

anonymization, color setting of users in the calendar, data purging. More than 60 tools available.

> Many diagnostic tools, optimization and repair with automatic analysis of a file and summary of points requiring attention.

Fonctionnalités

Contact management and prospecting

- > Management of accounts, contacts and prospects
- > Prospect files separated from customers
- > Flash info pop-up in company sheets and opportunities: forecast, won, turnover N, N-1, risk, payment terms
- > Sales forecasts, dashboards and graphical reports for decision support
- > Follow-up of opportunities and deals in order to increase the rate of realization
- > Real-time consultation of a client's Commercial Management sales documents.
- > Management of activities, individual and collective agendas
- > Management of commercial sectors, assignment of opportunities to the commercial sector and sales cycles
- > Simple and fast entry of quotes and orders via the Sage 100cloud Extended offer
- > Escalation procedures, opportunity reassignments and automatic reminders
- > Shared document library
- > Entry of notes, competitor information
- > Use with a smartphone or tablet, from a browser or using iOS and Android Apps

- > Prospecting and loyalty channels: periodic messages to prospects and customers to generate additional sales
- > Cross-functional management of commercial activity

- > Management of the sales team, identification of good practices
- > Visit report
- > Attachment of Commercial Management documents to CRM opportunities with automatic valuation option.
- > Quick search box to find all records containing the search term.

Marketing and loyalty

- > Segmentation and profiling
- > Business operations planning
- > Management of marketing campaigns: budgets, management of returns and ROI, etc.
- > Built-in query generator, and query templates provided as standard
- > E-mailing templates customizable by sales representatives for more efficiency: signature, personal message
- > Commercial traceability, from detection to deal closing
- > Management of outgoing calls with CTI (optional)
- > Direct mail and e-mailing
- > Advanced e-mailing with tracking of clicks, openings
- > Interactive social media link icon bar. A simple click to display all the pages of the social networks of a company or a contact, helps to find the pages.
- > Sending configurable SMS. Example: confirmation and reminders of customer appointments

Fonctionnalités

Settings

- > Integration with Sage 100cloud Commercial Management and Sage 100cloud management suites
- > Data import/export: Ms Excel®, text, etc.
- > Analysis of duplicates
- > Customizable interactive dashboards
- > Use on a computer in a corporate network or on the move, smartphone, tablet, etc.
- > Synchronization with Microsoft Outlook®
- > Full customization of files, processes, etc.

- > Management of sectors and access rights to forms and fields
- > Multilingual
- > Openness and development: sData, HTML, Java, Javascript, .net
- > User-friendly interface for configuring views pointing to Commercial Management data.
- > “Tools and diagnostics” console with content updated regularly and automatically via Internet connection.
- > Numerous tools and utilities: search for a term in the entire database, backup with anonymization option, configuration of user colors in the calendar, data purge. More than 60 tools available.
- > Numerous diagnostic, optimization and repair tools with automatic analysis of a file and summary of points requiring attention.

Mobility and commercial

- > Access to data with a smartphone or tablet, from a browser or through iOS and Android Apps

- > Access to detailed contact files: new interlocutors, etc.
- > Automatic dialing of numbers & emails
- > Geolocation of contacts
- > Commercial, technical and marketing history
- > Details of past exchanges: opportunities, needs, etc.
- > Update and creation of contacts
- > Seizure of opportunities, tickets, etc.
- > Synchronized shared calendars
- > Customizable appointment agenda for optimal planning of activities
- > Printing quotes & orders
- > Presentation of multimedia information: photos, videos, etc.
- > Competitor feedback
- > Centralization of marketing tools: product sheets, etc.
- > Fully configurable responsive portal with example newsletter subscription request

Real-time activity management and decision-making

- > Cross-checking of Sage 100cloud Sales Force and Sage 100cloud Commercial Management indicators with an immediate and 360° view of each account
- > Customizable and dynamic dashboards
- > Flash information showing key data from Sage 100cloud Commercial Management
- > Real-time reporting, via sales forecasts, indicators and personalized graphs for decision support
- > Understanding and anticipating the evolution of the activity and management of each sales representative and each sector

Productivity

- > The Social media connector for improving customer knowledge
- > Sage Customer Voice to propose and vote for new developments
- > Modification of values directly from the lists

- > Quick search in all choice lists

For more information and to be put in touch with an expert:

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www.sage.com/fr-fr/sage-100cloud

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