

RAPID CRM



PULL AHEAD OF THE COMPETITION

IMPLEMENTATION DETAILS

- **Implementation Time: 8-9 Weeks**
- **Sales Concentrated SAP CRM Best Practices**

- **Number of Roles: 5**
- **Base Level Cost: \$90,000**

*excludes travel expenses

The RJT Compuquest rapid CRM implementation utilizing SAP CRM 2007 is a pre-configured implementation service that connects to your SAP system or as a stand-alone solution and replicates your business partners, contacts, and organizational structures. RJT offers a sales concentrated package of the five core business scenarios of account and contact management, opportunity management, activity management, interactive reporting and pipeline performance. Key features are not limited to the sampled amount below.

ACCOUNT AND CONTACT MANAGEMENT

- Account planning
- Account and contact creation
- Activity processing
- Account and contact reports
- Assign account to hierarchy

ACTIVITY MANAGEMENT

- Visit preparation
- Customer visit
- Visit report
- Activity monitor

INTERACTIVE REPORTING

- Accounts with open activities
- Active accounts
- Opportunity pipeline
- Opportunity sources
- Win/Loss analysis by reason

OPPORTUNITY MANAGEMENT

- Opportunity analysis
- Competitive information analysis
- Lead to opportunity workflow
- Follow-up documents

PIPELINE PERFORMANCE MANAGEMENT

- Sales pipeline analysis
- Plan sales quota targets
- Identify and monitor opportunity changes
- Analyze closing date

Call us today for an appointment.

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