FSL SOFTWARE TECHNOLOGIES LTD.
GLOBAL | TECHNOLOGY | PRODUCTS | SOLUTIONS

Presents

Sales Mantra
ON DEMAND CRM SOLUTION
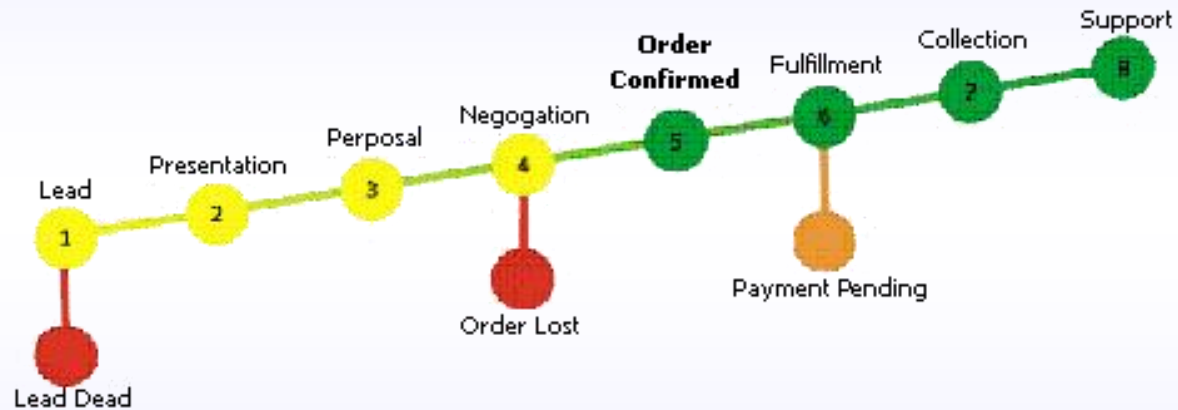
www.SalesMantra.com

The most powerful sales force automation system

to organize, manage and improve sales call tracking – helps you SELL more.

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To begin with, Let's analyze common sales process

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Common Sales Process

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Common Sales Stages

Milestones	Responsible	Time
Lead	Sales Ex.	0 Days
Requirements/ Need Identified	Sales Ex.	7-15 Days
Solution Proposed	Sales Ex.	15-30 Days
Negotiation	Sales Ex.	30 – 40 Days
Order Confirmed	Sales Ex.	40 – 50 Days
Order Lost	-	-

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Teams Involved

- Top Management

- Sales Management

- Sales Executives

- Customer Support & Order Fulfilment

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Challenges	Requirements
• Long sales cycles	• To know status of the sales call at any given time
• Low conversion ratio	• Improve conversion ratio
• Scarcity of skills in sales team	• Better utilize available skills
• Un-predictable demand leading to high inventory cost	•Forecast demand centrally, based on direct sales pipeline

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Sales Management

Challenges	Requirements
• Large number of prospects and high cost of sales	• Improve collaboration with in team to increase reach and reduce cost of sales
• Low revenue per customer	• Track movement of opportunities through pipeline to identify bottlenecks
•Loose sales opportunities if Sales Rep quits his job	•Track each and every sales opportunity including the status of each call
•High non-selling time	•No time or less time to be spent by the sales team in preperation of regular review papers/ writing daily sales report/ finding out contact details/product details etc

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Challenges	Requirements
• Delayed sales support • Time spent in gathering account information. • Followup/ appointments missed	• Provide on-time sales support in field • Latest status for each prospect on demand • On time reminders / alerts

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Customer Support & Order Fulfilment

Challenges	Requirements
• Incomplete, inconsistent or un-viable order specifications • High discounting • Inappropriate fulfillment and credit terms and delayed collections	• Monitor sales offers for technical and commercial viability • Take away responsibility of creating and configuring offers • On demand outstanding and credit viability information of customer & tracking system for each order

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Solution

The most powerful sales force automation system

to organize, manage and improve sales call tracking –
helps you SELL more, collect more,
increased customer satisfaction

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Benefits

- Puts your sales process in place day 1

- Provides work schedule- appointments/my diary

- Central repository of sales documents

- Standard formats throughout sales process

- No more report writing for sales reps- system generated reports

- No more reports to send- all available on a central database

- Alerts to prompt pro-active action

- Most powerful online MIS-Anytime, Anyplace, Anywhere

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Business Benefits

Some of the business values/benefits foreseen with the

deployment of **Sales Mantra** *ON DEMAND CRM SOLUTION* are

- Increase sales revenues

- Reduced cycle time to sell

- Improve customer response / relationship

- Work anytime from anywhere

- Faster communication with team

- Make strategic business decisions based on MIS

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Pre-requisites

There are no pre-requisites to **Sales Mantra** implementation.

All you need is an Internet access and a browser

No matter how big or small your sales team,
you just pay an annual license fee based on the number of users.

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With **Sales Mantra** *ON DEMAND CRM SOLUTION* , you have no

hardware and software to buy and/or maintain.

The application is maintained and supported by

FSL Software Technologies Ltd.

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Sales Mantra is the simplest, user friendly and yet the most

powerful system in the market place today.

Minimal user training is required to get going with the application.

Its as simple as browsing a website.

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Cost

SOFTWARE PAYS FOR ITSELF

With a Customer friendly pricing,

is by far the most cost-effective solution in the marketplace today !!!

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Lack of user adoption

– Sales executives are not amenable to reporting sales data

– Most implementations fail due to lack of adoption

– Users tend to view these systems as an obstacle to work

Management Support is required to ensure these minor obstacles are overcome and small change in process is implemented to reap much much higher benefits for all times to come.

We are ready when you are…

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Automate your sales force today !

Call: 91 - 120- 253-4066, 91 - 120- 253-4067

Or e-mail us at sales@salesmantra.com

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