

# Ignite CRM

Our Aim is to provide a solution by eradicating the Pain Areas occurred in the Business Process. A tool which helps to resolve and streamline the Business - Sales & Service related process.



SALES



MARKETING



INVENTORY



REPORTS

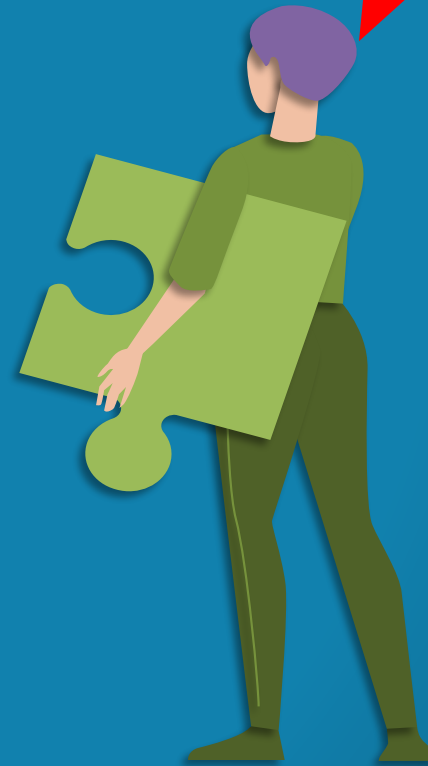


PROJECT



SUPPORT

Since Our Company  
Inception 2022



# Ignite CRM

**Organized way of Working Process**

**Good Lead Management Tool**

**Pipeline Management**

**Better Sales Performance**

**Tune up the right Strategies for an Opportunity**

**Wonderful tracking System**

**Customizable with No Code and With Coding**

**Make your own formats of Quotation, Invoices, Service Requests Form, Sales Orders**



## Pain Areas in the BUSINESS - Sales Process



### PAIN AREAS

Tracking – Leads, Sales Calls, Follow up calls, Meetings, Pipeline cases, Sales Closing

1 Meetings date and time

2 Visits Attended or Not

3 Prospects and Quotes Stages



### RESOLUTIONS

Dynamic way of Quotation making, Location, Daily Schedules, Sales Funnel with Probabilities, Sales Order

1 Calendar Schedules & Daily Calls with Geo Tagging

2 Quote and Sales Order status with PDF Maker

3 Leads and Prospects Sales Funnel



### OUTCOMES

Entire Sales on One Platform – Leads, Task/Event Activity, Graphical Dashboard, Notifications, Mobile Application – Android and IOS

1 Notifications – Email / SMS, Work Flows, SM and Website Integration,

2 Multiple Dashboard, Analytic Custom Reports, Custom Field with No Code

3 Online Training, Cloud / Premise based Solution, Feasible COST.....

## Pain Areas in the BUSINESS – Service Process



### PAIN AREAS

Tracking – Service Requests (Warranty / Non-Warranty), Service Calls, Follow up calls, Closing of Tickets and Service Requests, TAT, Expenses, Spare consumptions, Faulty spare tracking,

- 1 Service Calls Received and Attended Date & time, Expenses Incurred, TAT on Service Calls
- 2 Replacement of Spares tracking and Warranty / AMC tracking
- 3 Service calls done, Pending and Not attended.



### RESOLUTIONS

Quotation for AMC & Spares, Calls TAT, Service call Location tracking, Pending Service calls, Expenses claims and Approvals, Attendance – Present, Leave, Holiday

- 1 Daily Schedules of Service Calls with Geo Tagging, Attendance, Expense claim, TAT
- 2 Quote for Spare replacement/ AMC Agreements with PDF Maker
- 3 Service Calls Vs Completed Complaints and Tickets



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### PAIN AREAS

Tracking of Product availability, Vendor Management, Sales Invoicing, Stock Re-order Level maintaining, Miles stones Achievement against the Project Tasks assigned, PO and Invoice Template making

1 Order tracking – Sales & Purchase, Projects Milestone tracking

2 Payment Schedules and Payables

3 Invoices, PO and Quotes



### RESOLUTIONS

Quotation, Invoices, PO making, Project tasks Pre defined Templates, Miles stones with Project review over Graph, Payment Schedules tracking

1 Realtime – Tracking of the Projects as per Task updates, multiple Dashboards

2 Customized PO, Invoices, Quotes making with PDF Maker

3 Team collaboration of different Departments



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**Ignite CRM**

## **Sales Partner with Aventus CRM**

Collaborative Approach to provide best business solution to  
Streamline the Sales & Service Department Process.....



**REACH US**

**Email : [ignitecrmsolutions@gmail.com](mailto:ignitecrmsolutions@gmail.com) / [info@ignitecrmsolutions.in](mailto:info@ignitecrmsolutions.in)**