



SHE Technologies

A Software, Web Development & Consultant Co.

Customer Relation Management (Ladder CRM)

Ladder CRM that helps you sell smarter, better, faster.

Reach out to Customers at the right moment and engage them across every channel. SHE Ladder CRM helps businesses of all sizes, close more deals in the smarter way. SHE Ladder CRM is web based software which allows you to access it from anywhere, any time and from any device (Laptop, iPad, Android and Apple phone).

This Ladder CRM Software specially designed for:

➤ CRM New Features

- Auto Leads Generation
- Leads and Clients Assignment by Round Robin Method
- Staff Roster can be applied in Lead Assignment
- Leads and Clients Assignment Notifications and Popup Alerts
- Leads can be get from Facebook and Auto Assigned to Sales Staff
- Implemented Country Mobile Dialing Code Structure in CRM
- Inventory Live Integration of SAMS with CRM.
- Token Model to Add and Reflect Cash in Lead Maturity.
- Pending Task List of Mobile Calls Synced with CRM.
- Add More Than One Number in CRM for Clients/Leads (In Progress).
- Attachments on Lead Maturity
- Commission calculation of marketing company at any lead mature
- Admins can listen audio recording of sales staff by follow up activity list



➤ Dealer Management

- **Onboarding Dealers:** The system now allows onboarding dealer records efficiently.
- **Adding Dealer POCs Details:** Dealer Point of Contact (POC) details can be added for use in managing new clients, dealer clients, and leads sales.
- **Filtering Dealers with Activity:** The system provides the capability to filter dealers based on files or sales activity.
- **Filtering Based on Dealer POCs:** Filtering options are also available for specific dealer POCs.

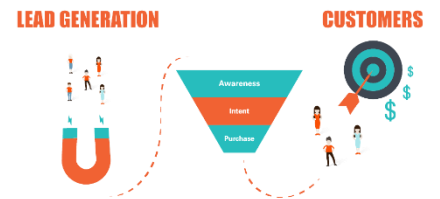


- ❖ **Leads Management**
- ❖ **Campaign Cost Analysis**
- ❖ **Staff Targets**
- ❖ **Staff Daily Log file.**
- ❖ **Facebook Integration**
- ❖ **SMS Integration**
- ❖ **Auto Call Record**
- ❖ **Mobile App**



➤ **Lead Generation**

- Client Name, Mobile & Detail
- Interested In Plot / Shop / House.
- Level of Interest Low / Medium /High.
- Lead # for each separate project
- Setting next meeting / call time



➤ **Campaign Cost Analysis**

- Budget Allocation
- Budget Consumption
- Budget variance analysis



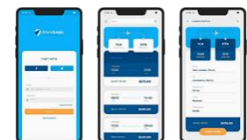
➤ **Staff Targets**

- Assign Target
- View Target
- Target Analysis



➤ **Facebook Integration**

- Campaign
- Lead direct to Ladder CRM



➤ **Staff Daily Log**

- Maintain Daily Log
- Daily work / Activities Done

➤ **SMS Integration**

- Auto SMS
- No Need of SIM / Phone.
- Multi Occasional SMS Generation



➤ **Mobile App**

- Android App available.
- User Friendly and Easy to Use
- Auto Call Recorder Facility
- Recorded call attached with follow up



➤ **User/Staff Set Up**

- User ID / Passwords.
- User Roles & Rights
- Assign Projects
- Assign monthly Targets



➤ Projects Definitions

- Project Definition
- Setting Project Parameters.



➤ Location / Area Settings

- Countries
- Cities
- Areas
- Mange leads source types like.
- Bill Board
- Face book Message
- Instagram
- Mobile Phone
- NEWS PAPER
- TV Ads etc.



➤ Follow Up

- Review current Over Due Leads
- Follow Up Accordingly
- Setting next meeting / call time



➤ Cost Analysis*

- Setting Values against Leads Source
- Generate & Analyze Reports



➤ Staff Reports

- Staff progress reports
- Staff project reports
- Staff Sales Report
- Staff Meetings Report
- Staff leads intensity wise mature and closed
- Staff KPI Report



➤ Project Reports

- Project progress reports.
- Project staff reports.



➤ Excel Report

- Generate excel report



➤ Sales Target Report

- Staff Target reports



➤ Chart Report

- Bar Chart
- Pie Chart
- Line Chart