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## Pre-Sale Awareness Tool Set / Activities

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## **Pre-Sale Awareness Activities Breakdown by Department**

[CRM SALES SOFTWARE FREE TRIAL Partners Dog and Pony Live Products for Prospects](#)

### **CRM SALES SOFTWARE FREE TRIAL Major Client List**

[CRM Sales Software Free Trial Major Client List On-Line](#)

[CRM Sales Software Free Trial Success Stories by Industry On-Line](#)

### **Sales Department**

#### **A Single Source for Customer Information**

CRM Sales Software Free Trial provides the tools and resources needed to effectively manage all aspects of the sales cycle and increase sales team performance. It's a single repository for the customer information captured across your entire organization that enables you to:

1. Access account and contact information
2. Track opportunities from lead through close
3. Manage team calendars and activities
4. Forecast revenue; and Report on sales activities and effectiveness
5. Automatically distribute new leads to sales reps from your website
6. Store important reference materials in the Sales Library

#### **Insight for Informed Business Decisions**

CRM Sales Software Free Trial provides the insight for informed business decisions and the management tools to implement them.

1. Accurately analyze the revenue potential in your sales pipeline with graphical forecasting.
2. Segment opportunities by account manager, region, or probability of close.

Use integrated Crystal Reports® to gauge team effectiveness and guide territory realignment or redistribution of your marketing spend. Receive automatic alerts on pending sales opportunities based on criteria you define with the [CRM Sales Software Free Trial KnowledgeSync](#) option.

#### **Customizable to Match the Way Your Business Works**

Tailor the design and functionality of CRM Sales Software Free Trial to mirror your marketing, sales, lead qualification, and new customer processes. Easily manage team and territory assignments, user profiles, security controls, and administration roles, too. Then, as your company grows and your business requirements change, CRM Sales Software Free Trial provides the flexibility and scalability to grow and change with you.

[CRM Sales Software Free Trial Sales Client Feature Tour](#)

[http://www.CRM Sales Software Free Trial.com/selfrunningdemo](http://www.CRM_Sales_Software_Free_Trial.com/selfrunningdemo)

[CRM Sales Software Free Trial Self Running Flash Product Overview](#)

[e Demo Sign-up](#)

## [Outlook Integration Tour](#)

### **Support Department**

#### **CRM SALES SOFTWARE FREE TRIAL SUPPORT - TOP FEATURES**

1. Account and contact information
2. Support ticket management
3. Defect tracking
4. Contract management
5. Return material authorizations (RMAs)
6. Standard problems and resolutions
7. SpeedSearch
8. Reporting
9. Knowledge management
10. Escalation management
11. Web self-service

#### **CRM Sales Software Free Trial WebTicket Energizes Product Support**

To deliver superior customer support, CRM Sales Software Free Trial WebTicket for Employees provides your support professionals with:

1. Ticket management
2. An integrated knowledge base with powerful search capabilities;
3. Visibility to defects and RMAs; and Management reports.

Designed for ease-of-use and rapid access to critical information, CRM Sales Software Free Trial WebTicket enables support reps to find and quickly provide resolutions via the web, delivering beyond your customers' expectations and helping you exceed your support department's performance metrics.

#### [CRM Sales Software Free Trial Support Product Feature Tour](#)

### **Marketing Department**

Marketing Module Sneak Peek

Web Lead Capture Page Information

KnowledgeSyn – Automated processes [CRM Sales Software Free Trial KnowledgeSync](#)

Sales Brochure from CRM SALES SOFTWARE FREE TRIAL

Web Placeware Presentation

#### **CRM SALES SOFTWARE FREE TRIAL MARKETING HIGHLIGHTS**

1. Analyze ROI and increase marketing efficiency.
2. Create custom campaigns for unique segments.
3. Assign "hot" leads based on dynamic business rules.
4. Track campaign success by lead source.

#### [CRM Sales Software Free Trial Marketing Module Feature Tour](#)

## Accounting Department

One of the qualities that set CRM Sales Software Free Trial apart is our commitment to bringing integrated front-office and back-office solutions to our customers. It's this high level of integration with leading financial, ERP, and inventory management systems that empowers everyone in your organization — from sales and marketing to accounting and finance to support and shipping — to work together, efficiently, in the business of building profitable customer relationships.

Integrating CRM Sales Software Free Trial with your back-office solutions gives your employees greater customer insight by enabling them to:

1. Quickly identify cross-sell and up-sell opportunities
2. Easily access payment history information
3. Identify additional purchasing power — or lack of Identify availability of products for sales
4. Quickly assist customers with order status
5. Generate more accurate quotes and proposals

Learn more about our integration with [MAS 90](#), [MAS 200](#), and [MAS 500](#) — our sister products from Best Software (the same company that brings you CRM Sales Software Free Trial).

## Customer Service Department

### TeleSales & Outside Account Rep. Support

Core foundation to implementing a successful CRM Solution

## Training Department

Scott, List your tools and methodologies and modules for successful training, experiences, best practices

Sales Organization Diagnostic  
Process and Technology Consulting  
Managing Sales in a CRM World  
Sales Process Modeling

<http://www.mondosolutions.com/Home/index.html>

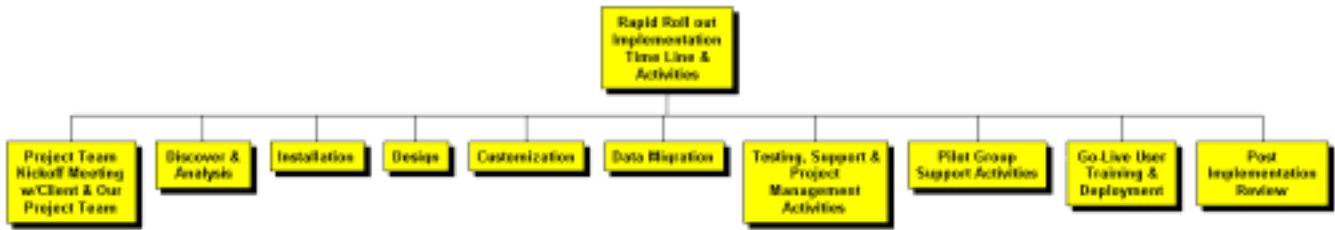
## Mondo History / Stories

<http://www.mondosolutions.com/Home/index.html>

[www.crmtalkradio.com](http://www.crmtalkradio.com)

Mondo Support

| Mondo Project Implementation Methodologies – [On and On](#)



## PROJECT PLANNING CHECKLIST

#	Project Planning Elements / Comments	Y	N	Planned Date	Actual Date	Who?	%
1.	Goals and Objectives defined and Agreed upon						
2.	Scope defined and Agreed upon						
3.	Major Deliverables defined (Deliverables Plan)						
4.	Work Breakdown Structure completed						
5.	Top-down planning estimates created						
6.	Major Milestones defined and Agreed upon						
7.	Master Integrated Schedule completed						

This goes for 34 lines

### CRM Sales Software Free Trial Support

What they offer.

[CRM Sales Software Free Trial Customer Care Support Options On-Line](#)

What we offer:

### Best Practices

### High Impact Team Building

#### High Impact Team Goals

1. If you asked each of the team members why they are here as a team and what they are working towards, the answer would be the same and you see it in their actions.
2. Team members have a shared vision of team and organizational success.
3. We each take responsibility for the team being successful; all team members operate inside the same purpose and vision as the leader.
4. We have agreed to specific, measurable, achievable, and time bound goals they include both business and team development objectives.

As you know, this goes on and on.....

### ASP Providers

ScionASP

## [ASP Partners On-Line](#)

### Industry News

CRM Daily <http://www.crmdaily.com/>  
CRMXchange <http://www.crmxchange.com/>  
Destination CRM <http://www.destinationcrm.com/>

## Pre-Sale Awareness Activities Breakdown by Product Line

### Sales Client

### Support Client

### Administration Client / Security

### Architect Client / Modifying System

### Web Client

Leverage the Power of the Web - CRM Sales Software Free Trial Web solutions provide a powerful deployment alternative to traditional client/server applications. Designed for businesses needing a web-based CRM solution with flexible financing options, CRM Sales Software Free Trial Web solutions deliver resources and tools that drive sales performance and provide superior customer support. Easy to deploy, customize, and use, CRM Sales Software Free Trial Web solutions are practical and deliver low total cost of ownership.

### [Web Product On-Line](#)

### [Web Product Data Sheet](#)

### [CRM Sales Software Free Trial WEB Client Direct - Lee](#)

### CRM Sales Software Free Trial — Anytime, Anywhere

For the first time, you can have freedom, control, and real-time connectivity to activities, customer and account information, and more using state-of-the-art wireless technology. View, update, and add information to your main CRM Sales Software Free Trial database when you need instant access to customer data — and your laptop is nowhere in sight.

### [Web Phone Overview](#)

### Add-on Solutions

We've partnered with a variety of companies that have developed applications around the CRM Sales Software Free Trial technology platform. Super-charge your CRM Sales Software Free Trial with great



Add-On solutions and get even greater functionality from your CRM Sales Software Free Trial investment!

## [CRM Sales Software Free Trial Add-on Solutions Portal](#)

### **KnowledgeSync**

#### **BUSINESSALERTS: FEATURES**

1. Identify critical CRM Sales Software Free Trial data and automatically send alerts to users & managers.
2. Automatically update CRM Sales Software Free Trial contacts, accounts, and History with important information.
3. Generate and distribute Crystal reports automatically, based on a predefined schedule and data conditions in CRM Sales Software Free Trial.
4. Monitor the operating system for events that could adversely affect the usability of CRM Sales Software Free Trial.

#### **Business Alerts: Deliver Data — Now**

CRM Sales Software Free Trial Business Alerts allows you to actively notify employees, business partners, and customers of time-sensitive business information via e-mail, fax, pager, PDA, cell phone, and/or web browser — automatically.

So how does it work? Behind the scenes, CRM Sales Software Free Trial KnowledgeSync monitors the CRM Sales Software Free Trial database, other business applications, incoming e-mail, and your operating environment.

Once it identifies a critical event that may impact your organization's productivity and profitability, Business Alerts responds by sending alert messages, distributing reports, and updating applications with the new information.

Sample Business Alerts included are:

1. Opportunities due to close this week, month, or quarter
2. Opportunities that are won or lost
3. Open opportunities with no activity for several days
4. New leads recorded in CRM Sales Software Free Trial
5. "Hot" accounts for Service and Support

#### **E-mail Response: Take Action — Now**

With CRM Sales Software Free Trial E-mail Response, a prospect can request information on your company website, and become a record in your CRM Sales Software Free Trial database within a minute! And because the request is delivered via e-mail, there is no direct connection to your database and little security risk.

## [CRM Sales Software Free Trial KnowledgeSync](#)

# Best Software Accounting Products

## [Products](#) » [MAS 90](#) » Overview

### MAS 90 Family Overview

Recommended by more CPAs than any other business management application in its class, **MAS 90** offers a broad selection of feature-rich solutions, including [core accounting](#), [e-commerce](#), [business intelligence tools](#), payroll, customer relationship management (CRM), sales force automation and financial reporting software. In addition, this award-winning application boasts robust [manufacturing](#) and [wholesale distribution](#) software solutions that help small and mid-sized businesses automate key processes, including [inventory management](#), [bill of materials](#) and [job costing](#).

For businesses requiring higher-performance data processing, MAS 200 offers all the functionality of MAS 90, but incorporates the benefits of a client/server platform. This includes more efficiently distributed processing, enhanced data integrity and reliability, and scalability. MAS 200 is also available on the Microsoft SQL Server platform.

Both MAS 90 and MAS 200 are widely recognized for their ease of use and ability to empower customers with insightful information. So no matter which solution you choose, your small or mid-sized company will have the software it needs to improve workflow and enhance sales performance.

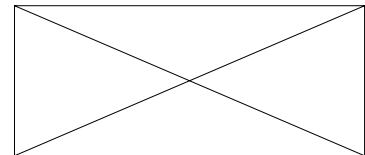
#### What's New



[Click here](#) for overview of Peachtree Special Edition of MAS 90.



Business Alerts, Remote & Wireless Applications, and more...[click here](#) for all updates.



### MAS 90 Features

Here are just a few reasons why so many companies run their businesses on MAS 90:

- Extensive core feature sets in each module, expandable with user-defined fields, automated data import and export, and hundreds of third-party add-ons available from master developers.
- **Platform flexibility:** MAS 90 is available for Windows NT, Windows 2000, NetWare and SQL Server networks. A single-user version is also available.
- **Client/server version:** MAS 200 uses the latest thin-client architecture to deliver high-speed performance across the Internet or via a dial-up connection.
- **Insightful reporting:** Three built-in report writers, including the industry standard Crystal Reports, deliver information in the format you need. You can also access MAS 90 data via ODBC with the reporting tool of your choice.
- **Adaptability:** With the availability of e-Business Manager, hand held computing applications and MAS 200 SQL Server, the product line continues to prove its adaptability to new technologies, helping to assure you of a solution that will keep you competitive as your business and your industry evolve.

### NEW FEATURES

See a demo of the MAS 90 and MAS 200 e-commerce application, **e-Business Manager!**

- [Click here for FRM demo with Audio](#)

- [Click here for EBM demo without Audio](#)

#### Also...

- [Learn how to empower your sales team with integrated Front Office solutions](#)
- [View an introduction to MAS 90 by Best Software President David Butler](#) [File Size: 18 MB]
- [View the broad selection of custom developed add-on solutions available for MAS 90](#)

#### MAS 90 e-Business Manager

- [View the MAS 90 e-commerce solution in action on our demo server](#)

#### MAS 90 Platforms

- [MAS 90 For Windows](#)
- [MAS 200 Client/Server with Microsoft SQL Server option](#)

#### Documents

- [Read MAS 90 Product Spec Sheets, brochures, and Technical Whitepapers](#)

## › [Products](#) » **MAS 500**

### 🔍 MAS 500 Overview

Scalable to meet the needs of growing businesses with revenues ranging from \$25 million to \$250 million, MAS 500 is the most powerful member of the Best Software family of business management applications. This robust SQL Server based software system boasts integrated solutions that automate all areas of business management including [customer relationship management](#) (CRM), [project accounting](#), [distribution](#) and wholesale [distribution](#), discrete [manufacturing](#), [inventory management](#), warehouse management, [human resources](#), and more.

### Featured News



#### **MAS 500** Gets Great Reception with US Cable

Channel surfers in Minnesota, Georgia, Missouri, the Carolinas and Southwestern states have one thing in common when they click onto their local cable carrier. They're accessing a network affiliated with US Cable Corp., one of the nation's leading TV and Internet service providers. [More...](#)



#### **Applause for MAS 500 at San Francisco Opera**

Carmen. Aida. The Magic Flute. Over the years, millions of music aficionados have enjoyed masterpieces like these at the San Francisco Opera, one of the world's most acclaimed and best-loved opera companies. [More...](#)

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## **Success Stories** (41 found)



#### [Advantest America R&D Center, Inc.](#)

MAS 500 Passes Test with Flying Colors at Advantest America R&D



#### [Affy Tapple, LLC](#)

MAS 500: A Sweet, Not-So-Nutty Solution for Affy Tapple



#### [Altius Health Plans](#)

MAS 500 Implemented in Record Time at Altius Health Plans




















#### [Association Resources, Inc.](#)

Association Resources Positions for Worldwide Expansion with MAS 500



#### [Blue Cross of Northeastern Pennsylvania](#)

Blue Cross of Northeastern Pennsylvania: "Making Better Health Easier"

-  [Boardwalk Equities, Inc.](#)  
MAS 500 Brings Stable accounting to Rapidly Growing Boardwalk Equities, Inc.
-  [Captivate Network, Inc.](#)  
MAS 500 Helps Captivate Network "Think Inside the Box"
-  [Cemstone Products Company](#)  
Cemstone Gets Concrete Results with MAS 500
-  [Centiv, Inc.](#)  
"Signs of Progress" for Centiv with MAS500
-  [Central Distributors of Beer](#)  
Central Distributors of Beer: Proud to be Buds with MAS 500
-  [Childcare Network](#)  
MAS 500 Puts Childcare Network at the Top of the Class
-  [CMD](#)  
Integrated Project Accounting System: Creative Solution for CMD
-  [CRI Advantage, Inc.](#)  
CRI Advantage Serves the Americas with MAS 500 and Project Accounting
-  [East Bank Club](#)  
Exclusive East Bank Club Shapes Up with MAS 500
-  [Escient, Inc.](#)  
Media Management Online with Escient & MAS 500 Manufacturing
-  [Fortune Brands](#)  
A "Most Admired Company" Selects MAS 500 and ASP
-  [Gold Canyon Candle Co.](#)  
Gold Canyon Candle Company: Lighting Up Hearts and Homes
-  [Goss, Inc.](#)  
Goss Torches Blaze with MAS 500
-  [Greater Dallas Chamber of Commerce](#)  
Greater Dallas Chamber of Commerce Uses MAS 500 to Manage Diverse Slate of Programs
-  [Gulf Coast Regional Blood Center](#)  
Gulf Coast Regional Blood Center Gives Gift of Life with MAS 500
-  [Helical Products Company, Inc.](#)  
Helical Goes Galactic with MAS 500 and MRP
-  [Lifecycle](#)  
Lifecycle Spins Speedy Profits with MAS 500



[Market Day Corporation](#)

Market Day Raises Funds for Education with MAS 500



[Mercy Health Plans](#)

MAS 500 - Just What the Doctor Ordered for Mercy Health Plans



[Monsanto Choice Genetics, Inc.](#)

Monsanto Choice Genetics Accelerates Genetic Progress with MAS 500



[Network Music](#)

MAS 500 Brings Sweet Sound of Success to Network Music



[New Horizons Computer Learning Centers](#)

New Horizons Takes it Higher with MAS 500



[Orlando Magic / RDV Sports](#)

Orlando Magic's Owner Scores Big with MAS 500



[Perfect 10 Satellite Distributing Company](#)

Perfect 10 "Makes it Happen" with MAS 500



[Roxio, Inc.](#)

Roxio Rocks with MAS 500



[San Francisco Opera](#)

Applause for MAS 500 at San Francisco Opera



[SF Museum of Modern Art](#)

SF Museum of Modern Art Adds MAS 500 to Permanent Collection



[SpecPrint, Inc.](#)

SpecPrint, Durable Decal Maker, is Stuck on MAS 500



[Summerhays Music Center](#)

Summerhays Music Strikes Up the Band with MAS 500



[Teva Sports Sandals](#)

Teva "In Its Element" with MAS 500



[The Workforce Center](#)

Cajun Can-Do: Louisiana Workforce Center Benefits From Cost Accounting with MAS 500



[Trican Well Service](#)

Trican Well Service Hits a Gusher with MAS 500



[Trollope Silverwood & Beck](#)

Shop Design and Fitout Down Under with MAS 500




[United Way of Metropolitan Dallas](#)

United Way of Dallas: Giving More Efficiently with MAS 500

 [US Cable](#)

MAS 500 Gets Great Reception with US Cable

 [Westwood Insurance Services](#)

Westwood Chooses MAS 500 for Its Integration Capabilities