



Increase sales efficiency in the long run!

► **click&maximize™ CRM Opportunity Management**

Building on the click&maximize™ CRM starter package, you can manage sales and market opportunities efficiently and transparently with this module. All sales processes and sales opportunities are documented seamlessly. Thanks to this extensive knowledge, you are in a position to orient your sales optimally to the market.

Your advantage: you can better exploit existing potential and open up new potential. Responsibility and opportunities to act thus lie directly in the hands of your salespeople.

Our offer includes the following services:

- Introductory workshop
- Set-up of an opportunity type
- Set-up of organization data and partner finding
- Set-up of the functions on the sales team
- Set-up of the contact person roles in the buying center
- Integration with contact management
- Set-up of an opportunity reporting
- Set-up of document management
- Set-up of sales methodology
- Key user training
- Support for start-up

You can use these functions especially for your sales:

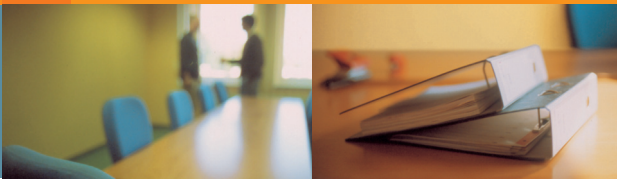
- Detailed management and documentation of sales projects
- Detection and classification of sales opportunities
- Maintenance of planning and prediction-relevant data (phase, status, date of conclusion, potential volumes, products, etc.)
- Assignment of individual employees, partners, and competitors
- Mapping of the buying center (decision-makers, people who influence purchases, etc.)
- Activities for the opportunity
- Sales methodology
- Document management (bid documents, plans, presentations, etc.)
- Opportunity reporting

Prerequisites

- click&maximize™ CRM starter package for new CRM customers
- SAP® CRM users can use the expansions even without the starter package
- SAP® CRM licenses

Price

12.500 EUR



Also use other movento click&maximize™ CRM packages at a fixed price!

We offer you click&maximize™ CRM package solutions for all customer management requirements, e.g. for:

- ▶ Marketing
- ▶ Sales
- ▶ Service
- ▶ E-Commerce
- ▶ Mobile Business
- ▶ CRM Strategy
- ▶ Industry Solutions and Industry-specific Expansions

All packages offer a fixed price with pre-defined services — for more security and transparency with respect to the scope of services, time, and costs. Our package solutions are constructed in modular fashion and can be used individually or in combinations. This way, you can expand your CRM system step by step — you use only that which you actually need.

Do you have questions?

You will find detailed information about the individual packages in the downloads section of our Web site. We will also be glad to advise you personally as to which package solution fulfills your specific requirements — please call us:

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About movento

SAP is the technology, the contents come from movento. We will show you how you can design your customer relationships more profitably — right away and for the long term. We ensure that you are always close to the customer. For movento is CRM in motion! For more information about us and our products as well as references and project examples, please visit www.movento.com