



b3 CRM

In today's competitive environment, you have to differentiate by developing deep and positive relationships with your customers. But the difficulty is how to effectively accomplish this across your organization while remaining focused on the critical drivers that make or break any business i.e. reducing cost, improving productivity and increasing revenue. Conquer the challenge of keeping costs down while increasing productivity and improving customer loyalty with **BinServe CRM Software**.

BinServe CRM is a feature-rich Customer Relationship Management software package to help you build and maintain long-lasting business relationships with your customers. Offering an integrated, 360 view of your customers; Binserve CRM automates critical business processes and provides actionable insight into all interactions so you can drive revenue growth, productivity and profit.

BinServe CRM is a full feature, flexible high-end solution with quick deployment and an affordable price; this makes it truly unique in today's CRM market.

Specification

You can choose BinServe CRM on-premise installation if you have IT resources and infrastructure or go for hosted BinServe CRM to save cost. With hosted BinServe CRM what you need is only a web-browser and internet connection for accessing the CRM.

Benefits

- Collect and store vital customer data
- Analyze and understand individual customer preferences
- Identify trends and improve services accordingly
- 360 degree view of customer across organization
- Maximize customer satisfaction and improve customer retention
- Increase productivity and reduce cost
- Customize solution to suit your business
- Better-informed marketing decisions

Features

- Lead Management and Routing
- Customer Management
- Opportunity Management
- Sales Order Entry
- Order History
- Support History
- Customer Case Management
- Forecast and Quota Management
- Probability Tracking
- Campaign ROI Tracking
- Import / Export of records
- Events and Activities Management
- Real Time Dashboards and Key Indicators
- Anytime and Anywhere web access



b3 SFA

An effective sales department is the lifeblood of a successful company. A highly productive sales force has an enormous impact on your company's top and bottom lines. Yet today's salesperson faces more challenges than ever before, fierce competition, dynamic deals and demanding customers. That's why better sales force automation (SFA) is critical to your success. BinServe SFA ensures that your sales teams are working efficiently and your revenue keeps growing.

BinServe Sales Force Automation enables sales people to concentrate on their primary purpose-selling. Advanced search capabilities eliminate frustrations that can kill the effectiveness of even the most diligent salesperson. Plus, with instant access to analysis and reporting features, your sales force and managers can easily identify opportunities within the sales pipeline, purchase patterns and preferences, and more. This increased productivity can create a competitive advantage in three ways: it can reduce costs, it can increase sales revenue, and it can increase market share.

BinServe Sales Force Automation is an easy-to-use solution that helps organizations sell more effectively. By providing instant access to calendars, accounts, reports, pipelines, contacts and call lists, BinServe SFA tool empowers sales professionals with the information needed to close more sales. All sales information is stored, tracked and reported providing organizations with meaningful and up-to-date information on the performance of the sales team.

BinServe Sales Force Automation helps the sales staff use the system to service customers more expertly and diligently. This will provide a competitive advantage because customer satisfaction leads to increased customer loyalty, reduced customer acquisition costs, reduced price elasticity of demand, and increased profit margins.

With easy-to-use sales analytics tools, managers can analyze sales pipelines, perform win-loss analyses, determine market demand, and many other enterprise analytics activities. Customizable dashboards provide instant access to a consolidated, real-time view of sales data.

Specification

You can choose BinServe SFA on-premise installation if you have IT resources and infrastructure or go for hosted BinServe SFA to save cost. With hosted BinServe SFA what you need is only a web-browser and internet connection for accessing the system.

Benefits

Benefit to Sales People

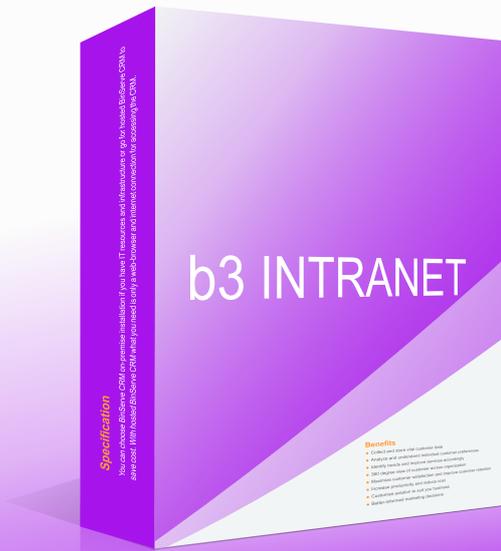
- Saves time in recording and accessing customer information
- Saves time in preparing report for sales manager
- Easy access to customer support system and knowledge base
- High morale and increase productivity
- Better communication and co-operation between sales people facilitates successful team selling

Benefit to Sales Manager

- Real-time analytics to make better decisions
- Helps in identifying segments within your market
- Helps in identifying your target market
- Helps in identifying your best customers in place
- Easy Access to reports related to customers, products, campaign and sales
- Real-time activity reports in easy to understand tables, charts or graphs
- Identifying your most profitable customers and your problem customers
- A simple platform to provide current and useful sales material to the sales staff

Features

- Lead Management and Routing
- Contact Management
- Opportunity Management
- Order Management
- Lead / Contact History
- Support Knowledge Base
- Product Information
- Key Indicators and Real time Dashboards



b3 INTRANET

A quick evaluation of the forms and paperwork in any company's Human Resources department make the economic benefits of moving tasks to an intranet obvious. HR department and employees spend a lot of time daily on repetitive and unproductive work.

Streamlining administrative functions through automation, HR can better define its overall contribution to company initiatives. It can help to attract, develop, and retain top employees; reduce transaction costs; and improve HR and management productivity.

BinServe INTRANET has brought the HR fundamentals of Policy, Process, and most importantly, People together on a single platform from which employees, managers and HR professionals can collaborate in the most productive, secure, and easy-to-use real-time solution.

BinServe INTRANET allows HR and employees to spend less time administering day-to-day functions and dedicate more of their energy supporting the strategic initiatives of the organization.

BinServe INTRANET enhances the efficiency of HR processes as tasks such as applying for leave or updating personal information can be completed and processed online. Employee directory, handbook, policy and other information can be made to employees without incurring annual printing costs. Forms for address changes, benefits enrollment and emergency contact information are all easily posted, reducing the time HR and employees typically spend processing the data.

Specification

You can choose BinServe INTRANET on-premise installation if you have IT resources and infrastructure or go for hosted BinServe INTRANET to save cost. With hosted BinServe INTRANET what you need is only a web browser and internet connection for accessing the INTRANET.

Benefits

Benefit to company

- Human Capital, as the company's greatest investment, can be managed more effectively than ever before
- Process automation improves efficiency and 'self service' saves on administration costs
- Web-based system enables the users to access BinServe Intranet via a web browser, thus removing the need for high-maintenance client software
- Increase productivity and reduce cost by cutting down time spent on unproductive work by employees

Benefit to HR Managers

- Gives you easy access to HR information
- Improve communication with your workforce
- Issue everything from news updates and information about events, to personal requests and statements on company policy

Benefit to Employees

- Users enjoy 'self service' access to a wealth of HR information and services available 24/7 from anywhere in the world
- Employees benefit from better service levels and a faster turnaround of their requests, as automation speeds up many routine administration tasks
- Communication between the organization and the workforce is enhanced, leading to higher morale
- Easy access to company policy, procedure, forms and other knowledge base.

Features

- Online Leave Request and Approval
- Online Travel and Car Expense Reimbursement
- Company Directory, Policy and Procedure
- Induction materials for New Joinee
- Employee Leave Card and Benefits Report
- Knowledge base (Form depository, Case Studies)
- Employee birthday reminder