



Main Modules

- Pre Sales
- Advertisement & Publicity
- Sales
- Receivables

Pre Sales

- Prospect Identification
- Contact Management
- Prospect Collection(Contacts)
- Importing from Third Party Database
- From Own Existing Reference
- Proactive Calling On Prospect database
- SMS, Mailing, Ph Call etc
- Campaign Scheduling
- Call Scripting(Out Bound/ InBound)

Enquiry / Prospect Identification

- From data bank
- From Advertisement
- Direct
- Agent
- Other
- Enquiry Follow Up
- Activity Scheduling
- Appointment Scheduling,
- Site Visit Scheduling
- Negotiation etc.
- Email & Document Management
- Activity Updation.
- Follow Ups
- Enquiry Cancellation
- Conversion

Advertisement & Publicity

- Advertisement Types
- Covering Specifications like
 - Hording, News paper, Magazine, TV Promotion,
 - Channels, Cable Network, Web Site, Events, Campaign
- Advertisement Budgeting
- Analysis Of Existing Project on Promotion & Advertisement Ground
- Feasibility And Budgeting

ERP for Real Estate and Infrastructure Companies

- Advertisement/Promotion
 - Advertisement / Promotion Booking
 - Events

Sales

- Project Setup
- Unit Setup
- Cost Setup (Category Wise)
- Other Charges
- Payment Schedule Set Up
 - Down Payment Schedule
 - Installment Schedule
 - Construction Linked
- Parking Spaces Allocation

Sales Team Management

- Team and Person Setup
- Incentive Scheduling
- Targets
- Responsibility Allocation on Activity
- Incentive Disbursement
- Reward Set Up
- Reward Disbursement
- Booking
- Blocking
- Allotment
- Confirmation/Cancellation
- Payment Receipt
- Transfer
- Payment Dishonor
- Refund
- Transfer