

# Empower Business through Customer Relationship Excellence

**Intuitive interface. Scalable SaaS model. Improved ROI**

SutiCRM-An easy to use and highly scalable cloud-based CRM solution that lets you leverage business opportunities and gain real-time insight to take immediate action, build strong relationships, and nurture leads, opportunities and customers.

**Dashboard and analytics provide insight and intuitive view**



# SutiCRM can be configured to meet your business needs.

*“Very easy to implement, intuitive to use thus quick adoption across the organization. We customized the product to our business process needs and the SutiSoft team was quick to respond and make those changes happen.”*

*Anupam Kashiv  
Head Global Shared Services at Cipla Ltd*

## Enhance Marketing

- Organize client information and create campaign lists
- Send automated emails
- Manage relationships with customers and leads on social media such as Facebook, Twitter, LinkedIn and others
- Analyze trends and opportunities faster; Target audiences more accurately
- Improve campaign performance using the campaign ROI calculator

### Update Campaign

Update
Add Members
View Members

#### Campaign Information

Name	New Product Launch	Type	Email
Start Date	12/25/2015	End Date	12/25/2015
Code	New Product L-80-12/25/2015	Status	Planning
Sent	200	Delivered	190
Open Rate	180.0	Click Through Rate	0.0
Bounces	10	Bounce Rate %	5.0
Assigned To	Jason Roberts		
Description	Created campaign on launching of new product version.		

#### Details

Reference Id	CMP004
Created By	Jason Roberts
Modified By	Jason Roberts
Created On	12/18/2015...
Modified On	12/18/2015...

## Increase Sales

- Capture leads with web-to-lead forms
- Simplify the sales process and make the most of every opportunity
- Gain enhanced visibility into your sales performance
- Store and access user data from a secure, single cloud source
- Optimize sales workflows that meet your unique business needs
- Automate sales reports and calculate earnings
- Forecast revenue opportunities periodically

### Waterfall - (USD)

Planned Revenues	4941.00	10145.00	12700.00	7185.00	12140.00	11965.00	8410.00	13790.00	27660.00	11955.00	16420.00	31190.00			
2015-16 FY	Apr2015	May2015	Jun2015	Jul2015	Aug2015	Sep2015	Oct2015	Nov2015	Dec2015	Jan2016	Feb2016	Mar2016	Cumulative Actual	Cumulative Planned	%Actual
Apr-2015	954.40	108.65	313.45	108.65	208.65	1213.45	108.65	108.65	313.45	46.15	16420.00	31190.00	954.40	4941.00	19.32
May-2015	954.40	213.62	313.45	108.65	208.65	1213.45	108.65	108.65	313.45	46.15	16420.00	31190.00	1168.02	15086.00	7.74
Jun-2015	954.40	213.62	581.17	108.65	208.65	1213.45	108.65	108.65	313.45	46.15	16420.00	31190.00	1749.19	27786.00	6.30
Jul-2015	954.40	213.62	581.17	518.25	208.65	1213.45	108.65	108.65	313.45	46.15	16420.00	31190.00	2267.44	34971.00	6.48
Aug-2015	954.40	213.62	581.17	518.25	582.00	1213.45	108.65	108.65	313.45	46.15	16420.00	31190.00	2849.44	47111.00	6.05
Sep-2015	954.40	213.62	581.17	518.25	582.00	983.90	108.65	108.65	313.45	46.15	16420.00	31190.00	3833.34	59076.00	6.49
Oct-2015	954.40	213.62	581.17	518.25	582.00	983.90	670.78	108.65	313.45	46.15	16420.00	31190.00	4504.12	67486.00	6.67
Nov-2015	954.40	213.62	581.17	518.25	582.00	983.90	670.78	150.00	313.45	46.15	16420.00	31190.00	4654.12	81276.00	5.73
Dec-2015	954.40	213.62	581.17	518.25	582.00	983.90	670.78	150.00	386.00	46.15	16420.00	31190.00	5040.12	108936.00	4.63
Jan-2016	954.40	213.62	581.17	518.25	582.00	983.90	670.78	150.00	386.00	0.00	16420.00	31190.00	5040.12	120891.00	4.17
Feb-2016	954.40	213.62	581.17	518.25	582.00	983.90	670.78	150.00	386.00	0.00	16420.00	31190.00	5040.12	137311.00	3.67
Mar-2016	954.40	213.62	581.17	518.25	582.00	983.90	670.78	150.00	386.00	0.00	16420.00	31190.00	5040.12	168501.00	2.99

**\* Note:**

Color : Forecast Values    Color : Actual Sales <= Planned Revenue    Color : Actual Sales > Planned Revenue    Color : Planned Revenues



## Offer world-class customer service




- Automated workflows to manage customer issues and challenges
- Communicate on critical customer service metrics
- Create knowledgebase's for immediate resolution
- Collaborate with other parties and work as a team
- Create and manage contracts for customers. Renew contracts automatically
- Global activity management and service support tools

## Update Case

Update

### Case Information

Subject	Having trouble adding new items
Assigned To	Karen Miller 
Opportunity	OP0073-Smith & Sons 
Reported By	Case Reported By
Phone	654564654
Priority	Medium
Origin	Phone

Status	Closed
Contact	C0085-Collin Mitts 
Account	A0083-Smith & Sons 
Email	mitts@sns.com
Product	Invoice Solution 
Type	New Feature
Reason	Existing problem

### Details

<b>Reference Id</b>	CA00101
<b>Created By</b>	Jason Roberts
<b>Modified By</b>	Jason Roberts
<b>Created On</b>	12/18/2015 18:05...
<b>Modified On</b>	12/20/2015 22:33...

### Comments

Description	This case was reported by Mitts.
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Get your FREE TRIAL of SutiCRM  
at [www.suticrm.com/free-trial](http://www.suticrm.com/free-trial)  
**Phone:** 650-969-7884  
**Email:** [sales@sutisoff.com](mailto:sales@sutisoff.com)