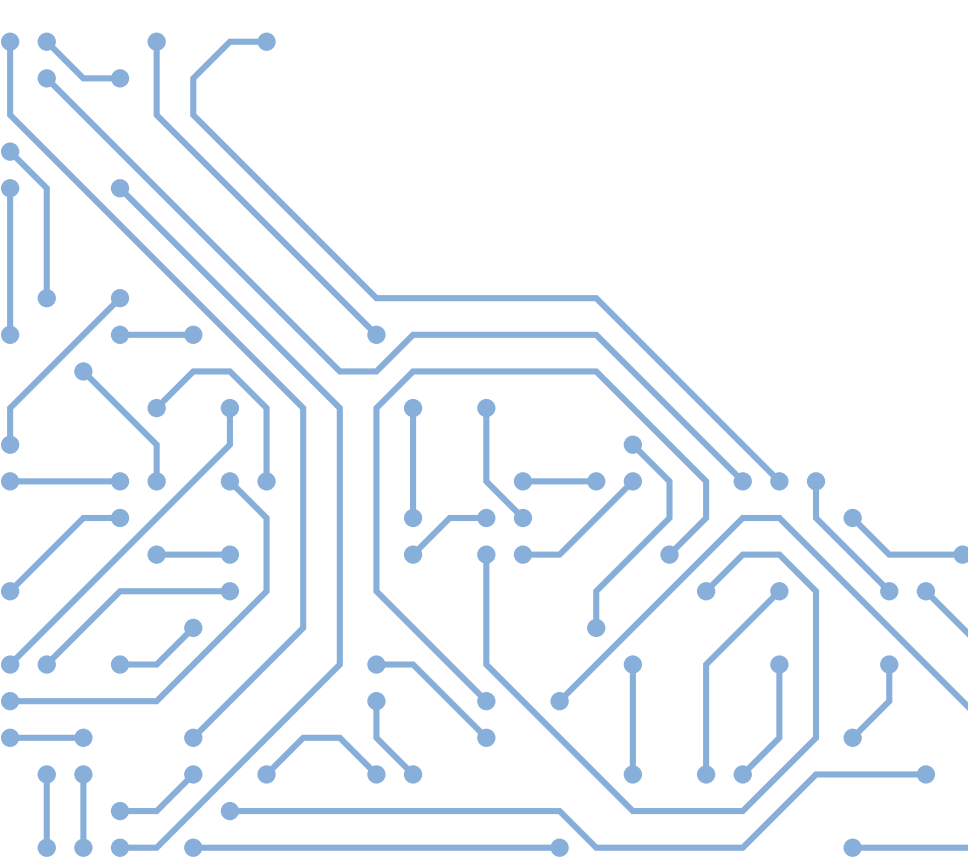


The BePL - Pre Sales module consists of all the activities that lead up the company sales force to win a new contract, or acquire a new customer, and it gives them all the tools needed to find and initiate contacts with prospects, identify the prospect's needs, make an offer, create a proposal, manage objections, and close the sale.

It gives the ability to track all actions like sales visits, phone calls, appointments, sent quotations, sent emails, etc... From the first contact to a successful sale.

## **Features:**

- Multi companies, multiple business unit locations with multiple users by location. Includes a very powerful authorization scheme.
- Multi-user, English interface with English / Arabic menus, and Arabic fly-over help & uses the latest technological methods for user interfaces.
- Powerful search techniques using user-defined filters.
- Sales leads records & management for multi branches, projects, and sites per lead. Maintains a database of leads with contact details, call history, activity tracking, and contact history for future sales campaigns.
- Potential clients records and management for multi branches, projects, and sites per potential client. Enables sales representatives to track potential sales opportunities through order management, sales actions management, and quote management.
- Clients records and management for multi branches, projects, and sites per client.
- Import sales leads, potential clients & sales products' data from other sources using a CSV file type.
- Quotation management approval process definition before sending to the potential client or client.
- Quotations design tool.
- Quotation preparation tool.
- Salesmen action records and tracking, by sales leads, potential clients and clients. Helps sales representatives manage daily work schedule by organizing meetings with potential leads task scheduling, and document management.
- Quotation management reports.
- Sales leads status and tracking.
- Potential clients' status and tracking.
- Comprehensive control and management presales reports.
- Fully integrated with the BeSA - Sales Module and BelN - Inventory Management Module.



*Runs under Windows®.  
Works on LAN, RDP,  
CITRIX®.  
Could be hosted on  
premises or on cloud.*

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