"Sage CRM adds a new level of professionalism to our direct mail, telemarketing and email campaigns. The detailed reports we generate give us immediate results, so we can tweak a campaign for greater effectiveness. Our campaigns are at least 20 percent more successful due to Sage CRM."~Database Marketing Manager

sage CRM

Qnect 50

GREATER VISIBILITY, CONTROL, AND EFFICIENCY

SAGE CRM
INTEGRATION

+44 (0)845 450 3991 | info@qmulus-solutions.com

sage Partner

Greater visibility, control, and efficiency

WHAT IS QNECT 50 AND WHAT IT GIVES YOU?

Do your sales reps struggle to obtain a single view of customers? Do sales people need direct access to Sage 50 to be able to product quotes and orders?

Qnect 50 for Sage CRM is a realtime integration that links Sage CRM to Sage 50. It helps to increase efficiency and accuracy in the management of customers/suppliers, products and quotes/orders at an affordable cost.

Sage CRM is a browser based CRM solution from Sage that allows you to manage any business interaction with your prospects, customers or suppliers that do not need to reside within an accounts system. This can include storing details about phone calls, emails or meetings. As well as managing sales pipeline, opportunities, quotes and orders. Additionally, Sage CRM can be used to record and manage customer issues and marketing activities such as MailChimp® campaigns, outbound calling and importing of event leads which can all be easily performed from within the easy to use interface.

By combining Sage CRM with Sage 50 (using Qnect 50) you can enjoy better business insight, greater efficiencies, increased productivity and have a single customer-centric view across your entire business.

Sage CRM provides powerful tools to record, track and assign leads allowing your team to accurately measure the quality of leads, the effectiveness of the marketing campaigns and the RoI achieved.

Empower your
BUSINESS

sage **Partner**

KEY BENEFITS FOR YOUR BUSINESS

Quote and Sales Order processing

As products and prices are synchronised from Sage 50 into Sage CRM the Sage CRM inbuilt quote functionality is fully available to users via a web browser. Users can add products, free text items and comments to quotes, produce PDF documents and easily send these to the prospect/customer all from within Sage CRM.

Sage CRM prospect companies do not need to be linked to Sage 50 to produce quotes. This reduces the amount of data within Sage 50 by eliminating the need to have prospect customers and quotes in Sage 50.

Only actual sales customers and transactions will be in Sage 50 reducing the volume of data and load on the software speeding up Sage 50 due to the reduction in non-transactional data.

Orders for customers can either be created from quotes or entered straight into Sage CRM. As with quotes, orders can have PDF documents create against them which can be easily sent to the customer. When the customer has agreed to a quote, an order can be posted straight into Sage 50 against the customers Sage 50 account by simply clicking the 'Post to Sage Accounts' button when viewing the order.

Provide the tools required to build targeted campaigns based on customer and financial information resulting on higher marketing ROI.

Decisions

Sage CRM helps you make strategic decisions about your business. You can identify and categorise your most profitable customers, understand their priorities and how much they cost you to sell to and to keep. CRM allows your staff to share vital customer information and handle complex processes by automating them. This improves effectiveness and ensures nothing is overlooked when dealing with customers or prospects.

Information entered at the start of the sales process flows through Sage CRM and into Sage 50 without the need to duplication data entry. This both reducing time and the possibility of data issues caused by entering the same data into multiple systems manually.

Qnect 50 key features include:

- Multiple Sage 50 trading companies
- Instant Sage 50 Customer creation
- Customer and Supplier synchronisation
- Quote/Order using Sage 50 products
- Real-time Account views
- Real-time Sales Order views
- Sales Invoices views
- Post CRM orders to Sage 50

It has never been this easy!

If you think that it's time for your business to take this huge step toward more sophisticated business management and want to learn more how our Sage 50 and Sage CRM integration solution will enhance your business growth, take the next step: Request a Consultation with our Experts!

+44 (0)845 450 3991
info@qmulus-solutions.com

Make the right DECISIONS

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