



Biz! Solution Profile

Ten second summary

- A scalable Company and Contact management solution
- Sales force automation and pipeline management
- Knowledge Management brings Return-on-Investment
- User-friendly experience boosts usage and uptake – a fresh approach!
- Customers, Suppliers, Partners, Competitors – Business Intelligence
- Capture and allocate: Activities, Opportunities, Tasks, Notes
- Directory of Products and Services
- Take it on the road. Use it through the web.
- Manage Orders and Invoicing
- Mail merge and document management integrates with Microsoft Office
- Built according to IBM Lotus accredited development standards

Further details...

A scalable Company and Contact management solution

Biz! provides a database system to store, share and search company and contact information. Whether your organization comprises a single office with a handful of users or an enterprise with thousands of employees: **Biz!** will scale to suit your needs. Manage call lists, mail-outs, faxes, e-Mail blasts, literature distribution, sales targeting and contact grouping across your organization. Company and contact information any way you want it, large or small.

Sales force automation and pipeline management

The sales cycle supported from end to end. Telemarketing and call planning, lead generation and allocation. Opportunity management with weighting - focus on critical sales. Schedule meetings; track activities. Company-wide task management, proposal and estimate generation. Order placement and sales target reporting. Analyse performance and pipeline at individual, team or roll-up levels.

Knowledge Management brings Return-on-Investment

So many organizations find vital sales and customer information is distributed across e-Mails, spreadsheets and documents stored in disparate locations. **Biz!** will dramatically improve access and retrieval of information critical to the success of your business. Manage: Documents, Files, Notes, Conversations, Calendars, Reports, Activities, Products/Services, Letters, Faxes, e-Mails, Proposals, Quotes, Orders and Invoices. Store all communications, both in and out. All of this in one place in one centralized, searchable system. This is Knowledge Management where it matters and the returns might surprise you.

User-friendly experience boosts usage and uptake - a fresh approach!

The user experience is core to **Biz!** and has been carefully researched and constructed. A customizable Home Page and your choice of layout and content, its always clear and concise. Contextual information is at your fingertips. Capturing new information is also logical, simple and fast. This all boosts usage and radically improves acceptance and users will make the effort to capture essential knowledge properly. It's a fresh approach and we think you will like it.

Customers, Suppliers, Partners, Competitors – Business Intelligence

Biz! goes beyond CRM in providing a central place to manage relationships with your suppliers and partners too. Allow them to login to through the web to collaborate on deals and projects online. Capture competitor product and market intelligence to give your sales agents the knowledge and the confidence to close leads head-to-head. This is Business Intelligence you can utilize.

Capture and allocate: Activities, Opportunities, Tasks, Notes

Activities (meetings, calls, etc.), Opportunities and Tasks can be recorded and allocated to the most appropriate team member. Full e-Mail integration makes notifications and automated reminders a breeze. The quick Note allows fast capture of events, conversations, issues, files and miscellaneous information. The history of every relationship is to hand and critical events are never missed.

Directory of Products and Services

Profile your products, services and centralize management of pricing, discounts and descriptions. Keep your team abreast of special offers and new lines. "Send to Web" allows you to publish this information in whole or part to your web site. Changes and updates are synchronized automatically, no web programmers required!

Take it on the road. Use it through the web.

The fantastic IBM Lotus Notes client allows your users to take **Biz!** on the road. Local changes sent and central updates received via replication. Your users can also be setup to access their information through any compatible web browser using Domino Offline Services.

Manage Orders and Invoicing

Biz! supports Order generation, itemization and versioning. Invoice creation, dispatch and credit control is simplified and independently secured.

Mail merge and document management integrates with Microsoft Office

Biz! integrates with Microsoft Office to produce mail merges, Proposals, Orders, Invoices, and Letters, format controlled using Word and Excel. Standard templates can be centralised and combined "on the fly" to produce rapid, high quality, standardized output.

Runs on the peerless IBM Lotus Domino server

Biz! is built to run on the IBM Lotus Domino Server and is ready to integrate with the next generation IBM Workplace. This platform supports high security, unique collaborative services, synchronized remote working, integrated e-Mail & calendaring, document management, approval workflow and web access. It is a key component of IBM's collaborative software strategy.

Built according to IBM Lotus accredited development standards

Q:chi managers, developers and administrators have the highest level available of IBM Technical Certifications for Notes and Domino.

For pricing information, to arrange an obligation-free onsite demonstration or just to understand more of what **Biz!** could do for your organisation, we would be delighted to hear from you. Don't hesitate to call or e-Mail us:

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