

## Contact Manager



The Dynacom Contact Manager is a logical choice for businesses needing a powerful yet affordable solution to help win more deals today and build profitable customer relationships for the future.

Specially designed to answer the needs of businesses of all sizes, the Dynacom Contact Manager provides you with powerful planning features to help you increase your sales opportunities. While managing opportunities and follow-up more efficiently, the Contact Manager also lets you achieve lasting and profitable customer relationships by giving you the features and functions necessary for marketing planning and campaign management.

This new module delivers functionality throughout the customer engagement cycle, providing all the capabilities you need to manage marketing and sales strategies more effectively.

The Contact Manager benefits include:

### SALES

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- Accelerated proactive communication with your customers (emails, letters, invoices, quotes, etc.)
- Periodic notification to help increase invoicing
- Improved sales cycle planning (quote, order, invoice, etc.)
- Improved payment receipts forecast
- Quick access to customer balances, lines of credit, sales total amounts
- Easier account to account management (customer – supplier)
- Improved planning for recurring activities (meetings, demos, conferences, etc.)
- A complete history of Outlook actions
- Printed calendar of events
- Easier meeting planning
- Attachment of faxes, emails or any other sales-related documents (quote signed, credit information, etc.) to each customer file
- Addition of the customer picture
- Use of customizable fields for greater flexibility
- And much more!

### MARKETING

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- Profitable marketing campaigns
- Improved marketing planning

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**DYNACOM TECHNOLOGIES INC.**

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- Greater visibility from targeted campaigns
- Access to marketing activities listing
- Sound marketing strategies

## OTHER BENEFITS

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- ACT! data conversion
- All the benefits listed above can be applied to the accounts payable management

## SCREENSHOTS

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### **Customer maintenance**

Access Outlook actions directly from the customer maintenance of your Dynacom Application.

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