

## BUSINESS APPS



## ForceManager



## HOW CAN TELEFÓNICA TECH HELP?

The sales tool designed for sales teams in constant movement. It supports the digitalization and optimization of commercial relationships.

ForceManager is a solution for small businesses that need a simple but complete CRM that allows them to record business information about their customers from anywhere in a fast and easy way.

## WHO IS THIS SERVICE FOR?



Aimed at **small and medium-sized companies** with mobile sales teams, from 2 to 50 salespeople.



Particularly recommended for companies that **track sales without a CRM** or with an **outdated CRM**.

## OUR VALUE PROPOSITION

**Our service**

The CRM ForceManager service is designed to provide **a comprehensive solution** if you need to improve **visibility** into the activities of your **sales team**. It allows you to **prioritize customers and higher-value tasks** to better achieve your goals. It also facilitates the **efficient recording and management** of your customer data, optimizing the flow of information. **Time spent on administrative tasks can also be reduced**, giving you more time to focus on strategic aspects of your business.

## What does it allow you to do?

- › **Mobile CRM** Calls, emails, geolocated visits, video calls, and WhatsApp. Everything is recorded in seconds in the ForceManager app. Access key information anytime, anywhere to improve your results each month.
- › **Dana AI:** The artificial intelligence that changes everything. Analyze your deals, create interactive sales charts, or summarize email chains with the key insights from your negotiations. Our artificial intelligence for sales, Dana AI, takes care of it.
- › **CRM in the cloud:** Customers, leads, and opportunities. Collaborate with your team, visualize the progress of your opportunities in the Pipeline, and prioritize tasks. All geolocated and available offline.
- › **Sales Accelerator:** Customized sales targets and activities. A single goal. Assign personalized objectives to take your sales team to the next level.
- › **Third party integrations** Customized sales targets and activities. Single goal. Assign customized objectives to take your sales team to the next level.

## Benefits

### Total business control

Get full control of your business and make decisions faster, with smart, simple but complete indicators.

### Reduce administrative time

Thanks to ForceManager, sales reps will spend less time on administrative tasks, so they will have more time to sell, thus increasing the sales team's activity.

### Customizable

Every industry and sales team has its own rules. Adapt ForceManager to your company's needs and offer your sales reps a highly customizable multiplatform solution.

### Integration

It includes modules such as Quotes&Orders, SalesCampaigns GoalManager, or NewsManager. It is also customizable and allows integration with third-party services, such as Microsoft 365 or Sage.

### Mobility

View all your business data from anywhere, at any time and from any device.

## Telefónica Tech's differential value



Telefonica Tech supports the outsourcing of the core of companies, helping their business processes and production tools to be hosted in Cloud infrastructure. To this end, we establish agreements with the best partners in the market and facilitate the integration of their solutions with our Cloud infrastructure.

### BUSINESS MODEL

**The ForceManager CRM service** is delivered as Software as-a-Service based on Cloud infrastructure, with multiple associated functionalities depending on the type of license and complementary modules. We have the start-up, training, and support services associated with the service.

### RELATED SERVICES

#### Aliquo

We support you in the digital transformation of your business, facilitating the management of your logistics and administrative processes with the Aliquo ERP solution, providing greater control over the processes.



#### Sage

We facilitate the digital management of your company with our SAGE solution, which integrates business administration and accounting in a single application. Thus, streamlining your processes and delivering a single data.



#### Productivity

We offer Microsoft 365 and Google Workspace as reference solutions in productivity for your employees and a selection of the best applications to facilitate specific activities of your business. We guarantee the security of these services, avoiding the exposure of sensitive information.



Contact us to start the digital transformation of your organization.

