WiseSoft®
Information Technology Consultants

Quality
Integrity Commitment

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The Project:

Our Philosophy

Quality, Integrity and Commitment (QIC) is the triad that forms the core of our business philosophy. *QIC* is a sound business ethic that we firmly believe in and carry with us to all our engagements.

Web-Native / ASP Capability
Sales Force Automation

Client: Web based Clients (Worldwide)

Project: All projects involve Systems Integration Services in addition to Selection & Coordination of Applications/Solutions to be hosted/deployed and integrated into our clients' environment to meet their IT needs.

WiseSoft brings to its' client strong Systems Integration Services. This, combined with its' capabilities delivering integrated solutions for Packaged solutions and also integration with third party Software and Systems into a homogeneous solution make WiseSoft a strategic one source partner for many of its' clients project needs. WiseSoft interfaces as a one point contact for its' clients.

We will discuss Sales Force Automation (SFA) here. This model may be extended to any ASP based application easily or other application that fit our clients needs.

Sales Force Automation

WiseSoft has delivered SFA solutions for its clients' in a client server as well as an ASP model. Our solutions for SFA vary from large scale integration projects with call center and SFA applications like Siebel to custom SFA systems. We partner with companies in the SFA space and bring to our clients the best of breed solution that benefits and meets their project needs.

What you don't know about your customers can hurt you. Which is why our sales force automation opens up every aspect of your sales operations for real-time viewing and analysis. Follow every lead. Track each deal through the pipeline. Understand where bottlenecks occur-- and why. With our sales force automation solutions, the knowledge and insight you need to succeed is immediately and transparently accessible.

Among other benefits, our service allows you to:

Seize all opportunities - new sales lead is immediately recorded, automatically routed and progress tracked in real time, no opportunity is ever missed, and no competitive challenge goes unnoticed.

Close more deals - individual members of your sales team always know precisely what the others are working on, they can act collaboratively to transform sales prospects into established customers.

Shorten the sales cycle - customize the application to support specific sales methodology you prefer. Because you determine which strategic goals or milestones are tracked, measured, and reported on, you're able to quickly locate and eliminate any bottlenecks that lengthen the sales cycle.

Forecast revenues accurately - the sales pipeline is both completely transparent and continually updated in real time, everyone from field sales personnel to the executive management suite possesses a clear reliable understanding of near-term future events, and can focus their resources accordingly.

Recognize "big picture" market trends - It's so easy to review, "slice and dice," or otherwise analyze current and historical sales data that you immediately spot changes in customer behavior or shifts in key market indicators. Because of this comprehensive contextual view of both past and current events, your sales organization organically responds to evolving customer needs.

At WiseSoft® we focus on making "*Your Need*, Our Concern"™

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