

+ About HRSS

Headquartered in New Delhi, H.R Software Solutions Pvt. Ltd., an ISO 9001-2008 certified company, was set up in 2008, with a mission to be the most consistent and dependable organization providing unparalleled services, finest products and comprehensive high-quality solutions to a wide set of customers in India and abroad.

Today, HRSS has in its portfolio some of the best breed applications for diverse business enterprises, such as ERP Real Solution / HRSS CRM besides IT Consulting. These Solutions are designed to provide a superior experience, enabling organizations to focus on their core competencies while realizing their business plans and strategies.

CERTIFICATION
ISO 9001:2008 Certified Co.

MEMBERS
NSIC
MSME
NASSCOM

+ Key Product Insights

- Handling more than 1.0 Million Service Calls per month;
- Installation base at various industries;
- Available in Online (web-based) & Offline (Desktop-based) Versions;
- Easy, Flexible & Scalable Customization;
- Fastest implementation, takes just 7 business days;
- Reduces service operations cost by 15-25%; and
- Remarkable efficiency in SCM and Production Planning

+ Some of our major clients



and many more..

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BOOST YOUR BUSINESS

COST EFFECTIVE TOOL FOR SALES FORCE AUTOMATION

Key Modules

- Lead Management | Opportunity Management | Activity Management
- Task Management | Manage Sales Funnel | Sales Forecast

 **UP YOUR EFFICIENCY, PRODUCTIVITY AND PROFITS**
The easy-to-use, Web-enabled application.

Market Has Evolved For Intact Solutions

Today market has gradually developed itself into a more complex industry wherein customers have a tighter hold over the industry and more choices also, that has led to a "shape-up-or-ship-out" situation for you. We cover the evolution of the product, Scan-and-Solve and provide enterprise wide access to vital customer information anytime, anywhere, so you can manage your business with an integrated approach to inside and field sales, customer care, and marketing.



HRSS CRM – PRE SALES

HRSS CRM Pre-Sales Module enables much higher efficiency levels in Marketing activities of an organization. It tracks all the information about marketing activities of the organization like Lead Management, opportunity Management, Daily Sales Report (DSR), Quotation, Task / Meeting Management, Meeting Management etc. Customer contact information is captured in the database. It enables the management to have a closer and timely look on all the prospects and sales pipeline. HRSS CRM implementation will help the sales team to have a single point of access to the leads, opportunities, tasks, activities and calendar and various MIS reports

"OPTIONS TO CHOOSE FROM VARIOUS PACKAGES."



A SNEAK-PEEK AT BENEFITS →

- Set individual and team wise targets.
- Compare the targets vs. achievement against sales.
- Manage Leads from prospective customers.
- Manage activities and task against the clients.
- Convert leads into sales opportunities, accounts, and contacts with a single-click.
- Scheduling sales calls & tracking expenses.
- Prepare and send quotations to the prospective customers.
- Effectively manage, forecast, and report on all phases of sales cycle.
- Automate the process of lead generation, opportunity management, follow-ups / meetings etc.
- Send real time quotes to prospective customers.
- Sales team can Plan meetings, journeys and input their Daily Sales, calls, meeting Reports.
- Visibility of reports in the form of Graphs and tabular report.

Key Modules

HRSS CRM has revolutionized the way in which organizations optimize customer experience and automate operations.

THE KEY MODULES ARE AS FOLLOWS →

✓ LEAD MANAGEMENT MODULE

Real time lead management from capturing leads till closing it. Option to qualify the leads and convert to opportunities. Log Activities / meeting reports against leads and view the history of transactions. Can re-assign the leads to other sales person as and when required. MIS analytical reports on the basis of source of enquiry and status of leads.

✓ OPPORTUNITY MANAGEMENT

With regards to the sales process, an Opportunity represents a potential sale to a prospect or customer, and all activities related to that sale such as Calls, Emails, Meetings, Tasks, and Quotes are able to be tracked in HRSS CRM.

HRSS CRM Opportunity Management module gives an organization the ability to manage and monitor their sales funnel, and provides the analytics needed to streamline and formalize their sales processes. It also gives a 360 degree view of their sales funnel. Various MIS reports.

✓ ACTIVITY MANAGEMENT

An Activity is a record of actions like meeting, call, email that took place with an Account or opportunity. HRSS CRM helps to document the details of those actions and their corresponding results, which may be related to sales, marketing, customer service, etc.

The Activity log allows other users and management to know exactly what happened, when these activities happened, and how much time was utilized to perform or to complete these activities. It also helps plan the further action to be done against each opportunity. In HRSS CRM Options are available to set reminder, alert and message sharing related to a particular activity.

Task management module in HRSS CRM can be used to schedule an appointment, meeting, event or any other relevant task. Task can be assigned to self as well as team members.

✓ TASK MANAGEMENT

Task management module in HRSS CRM can be used to schedule an appointment, meeting, event or any other relevant task. Task can be assigned to self as well as team members.

✓ QUOTATION MODULE

A sales person can create and send quotation at any stages of the sales cycles. Template options are provided to prepare the quotes easily and quickly. Option are available during the preparation of quotation to pick sales prices from standard price list attached with each product.

"SCAN AND SOLVE"

