

CRM

Introduction to CRM

The CRM module in DellSuite is designed to enhance customer interactions and streamline sales processes.

- **Lead Management:** Capture, track, and nurture potential leads through various stages of the sales funnel.
- **Opportunity Tracking:** Manage sales opportunities, track progress, and forecast potential revenue.
- **Customer Management:** Maintain detailed customer profiles, including contact information, transaction history, and communication logs.
- **Activity Management:** Schedule and track meetings, calls, and follow-ups to ensure effective customer engagement.
- **Quotations and Sales Orders:** Generate and manage quotes and sales orders to streamline the sales process and ensure accurate order fulfillment.
- **Reports and Analytics:** Access comprehensive reports and analytics to gain insights into sales performance, customer behavior, and CRM effectiveness.

The CRM module helps businesses improve customer relationships, optimize sales efforts, and drive growth by providing a unified platform for managing customer interactions and sales activities.

CRM Masters

Masters in CRM refers to the core data entities that are vital for managing customer relationships and sales processes in the system. These data elements serve as the foundation for various CRM activities and operations

By maintaining these core master data entities in CRM, users can effectively manage their customer relationship activities, streamline sales processes, track interactions, analyse overall performance, and make informed decisions to drive business growth and success.

Territory

A Territory is a geographical region you do business in.

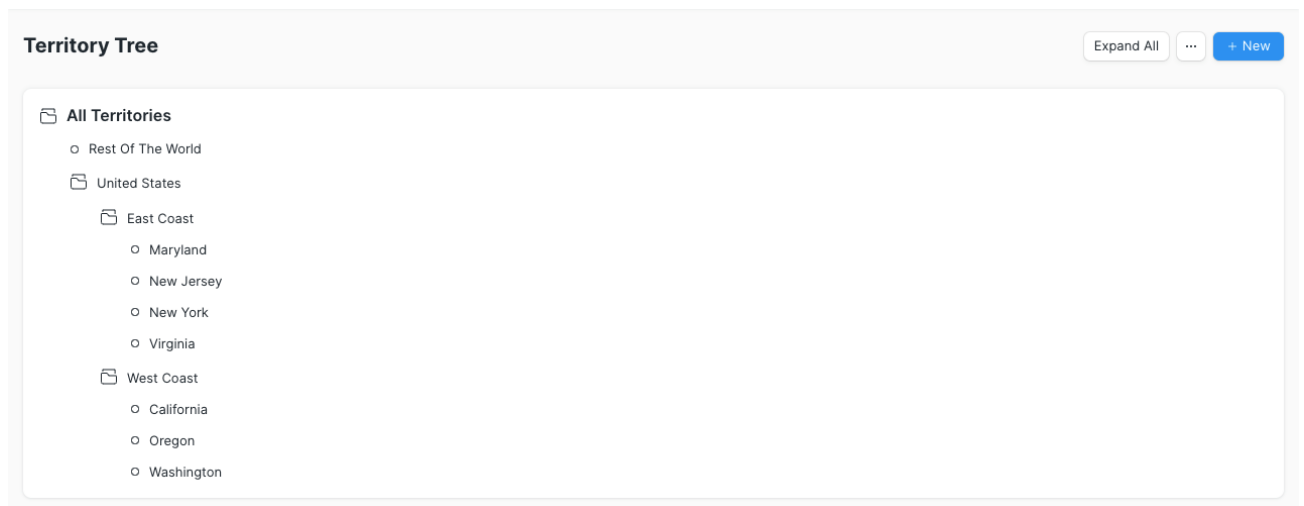
In DellSuite, a Territory is used to classify Customers, Addresses, in accounting report, and to allocated sales targets.

To access the Territory list, go to:

Home > Selling > Settings > Territory

1. How to create a Territory

1. Go to the Territory list, click on New.
2. Tick 'Group Node' if there'll be sub-territories under this Territory. For example, France is a group Territory and Paris is a sub-territory.
3. Save.



You can add multiple sub-territories under a parent territory. On saving, a territory can be selected in transactions and reports.

2. Features

2.1 Assigning a Territory manager

You can assign a Territory Manager who looks after the Sales of this region. This is a

2.2 Setting Sales Targets

Here you can set specific sales targets based on the following fields:

- Item Group
- Fiscal Year
- Target Qty
- Target Amount
- Target Distribution

Virginia

Assigned To

+

Attachments

Attach File +

Reviews

+

Shared With

+

Tags

Add a tag ...

0 · 0 FOLLOW

You edited this just now

You created this 10 minutes ago

Parent Territory

East Coast

Is Group

Territory Manager

For reference

Territory Targets

Set Item Group-wise budgets on this Territory. You can also include seasonality by setting the Distribution.

Targets

<input type="checkbox"/>	No.	Item Group	Fiscal Year	Target Qty	Target Amount	Target Distribution	
<input type="checkbox"/>	1	Products	2021	1,200	80,000	2021 Monthly Distribu...	Edit
<input type="checkbox"/>	2	Raw Material	2021	1,500	120,000	2021 Monthly Distribu...	Edit

Add Row

Add a comment

To know more about setting sales targets, visit the [Sales Person Target Allocation](#) page

Lead Source

Lead Source is a channel through which the leads are generated.

It is important to track the source from which you are getting the leads. This will help in measuring effectiveness of various marketing campaigns and allocate the budgets accordingly.

To access the Lead Source list, go to:

Home > Selling > Settings > Lead Source

1. How to Create a Lead Source

1. Go to the Lead Source list, click on New.
2. Enter 'Source Name'.
3. Enter 'Details' if you need to elaborate more on the source.

Typical lead sources are contact forms on your website, marketing campaigns, events, references, ads on social media etc.

New Lead SourceNot Saved

Save

Source Name *

LinkedIn

Details

Normal

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☰

☷

Table

LinkedIn being one of the prime social media platforms for managing professional network, it can be leveraged to increase the traction and generate leads.

The system will allow you to maintain a list of various lead sources leveraged by you.

Lead Source

Filter By

Assigned To

Created By

Edit Filters

Tags

Show Tags

Save Filter

Filter Name

List View

+

Add Lead Source

ID	Source Name	16 of 16	Filter	Last Updated On
<input type="checkbox"/> ID				
<input type="checkbox"/> Facebook	Facebook	3 M	0	
<input type="checkbox"/> LinkedIn	LinkedIn	3 M	0	
<input type="checkbox"/> Email Campaign	Email Campaign	4 M	0	
<input type="checkbox"/> Referral	Referral	4 M	0	
<input type="checkbox"/> Website	Website	4 M	0	
<input type="checkbox"/> Trade Show	Trade Show	4 M	0	
<input type="checkbox"/> Walk In	Walk In	9 M	0	
<input type="checkbox"/> Campaign	Campaign	9 M	0	
<input type="checkbox"/> Customer's Vendor	Customer's Vendor	9 M	0	
<input type="checkbox"/> Mass Mailing	Mass Mailing	9 M	0	
<input type="checkbox"/> Supplier Reference	Supplier Reference	9 M	0	
<input type="checkbox"/> Exhibition	Exhibition	9 M	0	
<input type="checkbox"/> Cold Call	Cold Call	9 M	0	

Customer Group

Customer Group is an aggregation of customers that are similar in some way.

Customer groups allow you to organize your customers. Typically, Customers are grouped by market segment based on the domain in which a business operates. Customer Groups are

created in hierarchical manner in DellSuite. You can create a main customer group and add sub customer groups under it.

You can define a price a list which will be automatically applied to all customers belonging to that group. You can also get trend analysis for each group. Individual, Commercial and Government customer groups are created by default. You can add your own customer groups based on your requirement like retail, wholesale etc.

1. How to Create a Customer Group

1. Go to **CRM > Settings > Customer Group**.
2. Click on a parent customer group like 'All Customer Groups'.
3. Click on 'Add Child'.
4. Enter 'Customer Group Name'.
5. Tick 'Group Node' if you would like to add sub customer groups under this.
6. Click on 'Create New'.

The screenshot shows the 'Commercial' settings page for 'Customer Group'. The left sidebar contains navigation links: 'Assigned To', 'Attachments', 'Reviews', 'Shared With', 'Tags', and a 'FOLLOW' button. The main content area is divided into two sections. The top section, 'Parent Customer Group', has a dropdown menu set to 'All Customer Groups', a checkbox for 'Is Group' (unchecked), and a note 'Only leaf nodes are allowed in transaction'. It also includes fields for 'Default Price List' and 'Default Payment Terms Template'. The bottom section, 'Default Receivable Account', has a sub-section 'Accounts' with a note 'Mention if non-standard receivable account applicable'. Below this is a table with columns 'No.', 'Company', and 'Account'. The table is currently empty, showing 'No Data'. An 'Add Row' button is at the bottom of the table.

Commercial

Assigned To

Attachments

Reviews

Shared With

Tags

Add a tag ...

0 · 0 FOLLOW

Administrator edited this 4 weeks ago

Administrator created this 4 weeks ago

Parent Customer Group

Default Price List

All Customer Groups

☐ Is Group

Only leaf nodes are allowed in transaction

Default Payment Terms Template

Default Receivable Account

Accounts

Mention if non-standard receivable account applicable

No.	Company	Account
No Data		

Add Row

Tip: If you think all this is too much effort, you can leave it at "Default Customer Group". But all this effort, will pay off when you start getting reports. An example of a sample report is given below:

2. Features

2.1 Assign Credit Limit, Default Price List, and Default Payment Terms Template

You can assign the credit limit, Price List, and Payment Terms and they will be automatically applied when a customer belonging to the customer group is selected in sales transactions like Sales Order and Sales Invoice.

2.2 Default Receivable Account

You need not create a separate accounting ledger for each customer in DellSuite. Read Common Receivable Account for more details.

If you need a separate receivable account for a customer, you can add the same in 'Default Receivable Account' section.

Customer

A customer, who is sometimes known as a client, buyer, or purchaser is the one who receives goods, services, products, or ideas, from a seller for a monetary consideration.

Every customer needs to be assigned a unique id. Customer name itself can be the id or you can set a naming series for ids to be generated in Selling Settings.

To access the Customer list, go to:

Home > CRM > Sales Pipeline

Or

Home > Selling > Customers

1. How to create a Customer

1. Go to the Customer list and click on New.
2. Enter Full Name of the customer.
3. Select Individual if the customer represents an individual or Company if the customer represents a company in Type field.
4. Select a Customer Group. Individual, Commercial, Non Profit and Government are available by default. You can create additional groups if you need.
5. Select the Territory.
6. If the customer is being created against a lead, you can select the same in From Lead field.
7. Save.

Reliance Industries

Enabled

View

Create

Actions

<

>

...

Save

Change

RI

Assigned To

+

Attachments

+

Tags

+

Share

+

Details

Dashboard

Address & Contact

Tax

Accounting

Sales Team

Settings

Portal Users

Customer Name

Reliance Industries

Customer Name in Arabic

Customer Type

Company

Customer Group

Corporate

Territory

All Territories

From Lead

From Opportunity

Account Manager

bd@gmail.com

You can disallow sales orders and sales invoices against a customer by clicking on 'Disabled'.

You can also upload customer details via the Data Import Tool.

General flow of transactions for a customer is as following:



Note: Customers are separate from Contacts and Addresses. A Customer can have multiple Contacts and Addresses.

2.1 Multiple Contacts and Addresses

Contacts and Addresses are stored separately so that you can attach multiple Contacts or Addresses to the customer.

2.2 Allow creation of Sales Invoice without Sales Order and Delivery Note

If the "Delivery Note Required" or "Sales Order Required" option is configured as "Yes" in Selling Settings, it can be overridden for a particular customer by enabling the "Allow Sales Invoice Creation Without Sales Order" or "Allow Sales Invoice Creation Without Delivery Note" in the Customer Master.

The screenshot shows the 'Settings' tab for a customer named 'Reliance Industries'. The page has a header with 'View', 'Create', 'Actions', and navigation arrows, followed by a 'Save' button. Below the header is a tabbed interface with 'Details', 'Dashboard', 'Address & Contact', 'Tax', 'Accounting', 'Sales Team', 'Settings' (selected), and 'Portal Users'. The 'Settings' tab contains three options: 'Allow Sales Invoice Creation Without Sales Order' (checked), 'Allow Sales Invoice Creation Without Delivery Note' (checked), and 'Is customer exempted from sales tax?' (unchecked). To the right of these are two unchecked options: 'Is Frozen' and 'Disabled'. On the left side of the settings panel, there is a profile card for 'RI' with 'Assigned To' and 'Attachments' links. Below the settings panel is a 'Comments' section with a 'PJ' user icon and a text input field labeled 'Type a reply / comment'.

2.3 Set Tax Withholding Category

You can set the Tax Withholding Category to set up TCS against eligible customers. For more information, visit the Tax Withholding Category page.

2.4 Default Currency and Price List

DellSuite supports Multiple Currencies and Price Lists.

You can set the default currency to be used for this customer in sales orders and sales invoices by selecting the appropriate currency in Billing Currency.

Similarly, you can set the default price list to be used for this customer in sales orders and sales invoices by selecting the appropriate currency in Default Price List.

2.5 Integration with Accounts

Unlike many accounting software, you need not create a separate accounting ledger for each customer. By default a unified ledger named **Debtors** is created.

However if you specifically need a separate ledger for a customer, first create the ledger under Accounts Receivable in the Chart of Accounts and then add it in ACCOUNTING section of the customer.

Advanced Tip: DellSuite supports Multi-company Accounting. You can use the same customer records in multiple companies. Since an accounting ledger is company specific, you need to select the company and the corresponding ledger in ACCOUNTING section if you decide have separate accounting ledger for a customer.

2.6 Credit Limit and Payment Terms

You can set the credit limit by entering the amount in 'Credit Limit' field. Read Credit Limit for more details.

You can select the default Payment Terms to be applied in sales orders and sales invoices in 'Default Payment Terms Template' field.

2.7 Sales Team and Sales Partner

If you have one or more Sales Person to manage the sales to the customer, you can add them in SALES TEAM section. If multiple sales person are involved you can split the contribution among them. Make sure that the sum of all sales persons contribution equals to 100%.

Check Sales Persons in Sales Transaction for more details.

A Sales Partner is a third party distributor / dealer / commission agent / affiliate / reseller who facilitates your products/services sales, for a commission. If you sell your products/services to the customer through a sales partner you can set it in 'Sales Partner' field and mention the 'Commission Rate' for calculation of commission.

2.8 Loyalty Program

If you would like offer a Loyalty Program to the customer, select the same in Loyalty Program field.

2.9 View Accounting Ledger and Accounts Receivable

Click on Accounting Ledger button to view all accounting transactions with the customer.

Click on Accounts Receivable button to view the details of all outstanding invoices.

2.10 Set Customer Id, Default Customer Group, Territory, and Price List

You can set how a unique id should be generated each the customer in Selling Settings.

- **Naming Series:** If you would like a unique id to be generated for each customer based on the naming series select 'Naming Series' in Customer Naming By.

- **Customer Name:** If customer name itself should be used as an id then select 'Customer Name' in Customer Naming By. In this case, if you create two customers with identical names, - 1 will be suffixed to the second customer.

The screenshot displays the Dell Suite interface for a customer record. The breadcrumb trail at the top is 'Selling > Customer > Global Innovations', with 'Global Innovations' circled in red. Below the breadcrumb, there is a search bar and a 'Help' link. The main header shows 'Global Innovations' with a status 'Enabled'. Below this, there are tabs for 'Details', 'Dashboard', 'Address & Contact', 'Tax', 'Accounting', 'Sales Team', 'Settings', and 'Portal Users'. The 'Details' tab is active, showing a form with the following fields: 'Customer Name' (value: Global Innovations), 'Territory' (value: All Territories), 'Customer Name in Arabic' (empty), and 'From Lead' (value: CRM-LEAD-2023-00029). There is a 'Save' button at the bottom right.

You can set the default customer group, territory and price list in Selling Settings.

You can customize the Customer DocType using Customize Form tool.

Sales Person

Sales Person is a person who sells your products/services.

Sales Persons are created in hierarchical manner in DellSuite. You can create sales persons and add other sales persons under the main sales persons.

To access the Sales Person list, go to:

Home > Selling > Selling > Sales Person

It can also be accessed from: Home > CRM > Settings > Sales Person

1. How to Create a Sales Person

1. Go to the Sales Person list and click on New.
2. Enter the Sales Person Name.
3. Select the Employee for the Sales Person.
4. Tick 'Group Node' checkbox, if you would like to add more Sales Person under this Sales Person.
5. Click on 'Create New'.

2. Features

2.1 Sales Person in Transactions

You can use Sales Person sales transactions like Sales Order, Delivery Note and Sales Invoice. Read Sales Persons in Sales Transactions for more details.

2.2 Assign Sales Targets to Sales Person

You can assign sales target for sales person and track the progress. Read Sales Person Target Allocation for more details.

Sales Stage

A Sales Stage indicates the level at which an opportunity is in the sales cycle.

Generally high values deals go through a number of stages before the sale is concluded. You will have to nurture high value opportunities over a period of time before you can successfully close a sale.

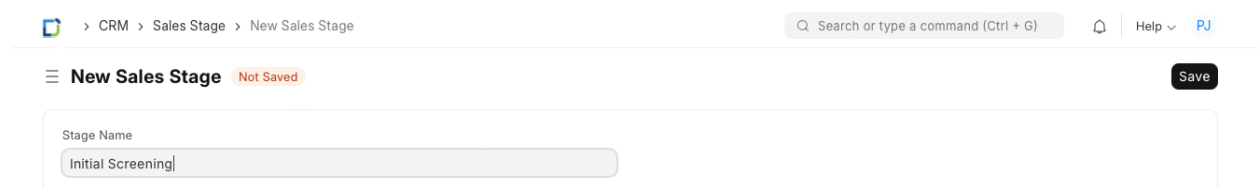
You can create the sales stages and in each opportunity you can select the stage it is in and update it as you nurture the opportunity. This helps you getting an overview of how many opportunities you have in each stage.

To access Sales Stage, go to:

Home > CRM > Settings > Sales Stage

1. How to Create a Sales Stage

1. Go to the Sales Stage and click on New.
2. Enter the Stage Name.



The screenshot shows the 'New Sales Stage' form in a CRM system. The breadcrumb navigation at the top reads 'CRM > Sales Stage > New Sales Stage'. A search bar with the placeholder 'Search or type a command (Ctrl + G)' is on the right. Below the breadcrumb, the title 'New Sales Stage' is followed by a 'Not Saved' status indicator and a 'Save' button. The main form area has a label 'Stage Name' and a text input field containing the text 'Initial Screening'.

The system allows you to maintain a list of different sales stages.

Sales Stage

List View

+ Add Sales Stage

Filter By

Assigned To

Created By

Edit Filters

Tags

Show Tags

Save Filter

Filter Name

ID

Filter

Last Updated On

8 of 8

<input type="checkbox"/>	ID	9 M	0	
<input type="checkbox"/>	Negotiation/Review	9 M	0	
<input type="checkbox"/>	Proposal/Price Quote	9 M	0	
<input type="checkbox"/>	Perception Analysis	9 M	0	
<input type="checkbox"/>	Identifying Decision Makers	9 M	0	
<input type="checkbox"/>	Value Proposition	9 M	0	
<input type="checkbox"/>	Needs Analysis	9 M	0	
<input type="checkbox"/>	Qualification	9 M	0	
<input type="checkbox"/>	Prospecting	9 M	0	

Opportunity Type

'Opportunity Type' indicates the broad category of opportunity like Sales, Support, Maintenance, Partnership etc.

Adding the appropriate opportunity type helps in assigning the opportunity to the right sales executive and also categorize opportunities in different groups.

To access the Opportunity Type, go to:

Home > CRM > Settings > Opportunity Type

How to create an Opportunity Type

1. Go to the Opportunity list and click on New.
2. Enter 'Name'.
3. Enter 'Description' to elaborate more on the type.

New Opportunity Type

Not Saved

Save

Name *

Partnership

Description

Potential collaboration on business engagements

The system allows you to maintain a list of different Opportunity Types.

Opportunity Type

List View

+ Add Opportunity Type

Filter By

Assigned To

Created By

Edit Filters

Tags

Show Tags

Save Filter

Filter Name

ID		Last Updated On
<input type="checkbox"/> ID		4 of 4
<input type="checkbox"/> Partnership	now	0
<input type="checkbox"/> Maintenance	9 M	0
<input type="checkbox"/> Support	9 M	0
<input type="checkbox"/> Sales	9 M	0

Contact

Contact represents a person.

A contact may be associated with a Lead, Customer, Supplier, Shareholder, Sales Partner or a User.

You can also add contact as a standalone record without linking it to any of the entities listed above.

To access the Contact list, go to:

Home > CRM > Sales Pipeline > Contact

1. How to create a Contact

1. Go to the Contact list and click on New.
2. Enter First Name and Last Name.
3. Choose the status if the contact is passive, is open to contact or has replied.
4. Enter contact details like email, phone, etc.

5. Save.

CRM > Contact > Gary Mehigan-Innovative Chemicals Inc.

Search or type a command (Ctrl + G) | Help | BS

Gary Mehigan-Innovative Chemicals Inc. • Open

Invite as User | Links | < | > | ... | Save

GM

Assigned To
+

Attachments
Attach File +

Reviews
+

Shared With
+

Tags
Add a tag ...

First Name *
Gary

Middle Name

Last Name
Mehigan

User Id

Address

☐ Sync with Google Contacts

Status
Open

Salutation
Mr

Designation
Manager

Gender
Male

Company Name

Contact Details

Email IDs

You can also add a Contact from the Customer or Supplier record by clicking on “New Contact” button as shown below.

Innovative Chemicals Inc. • Enabled

Accounting Ledger | Accounts Receivable | Create | < | > | ... | Save

Currency and Price List ▾

Address and Contact

No address added yet.

New Address

Website

Gary Mehigan- Manager Edit

New Contact

Primary Address and Contact Detail

Select, to make the customer searchable with these fields

Customer Primary Contact

Customer Primary Address

Reselect, if the chosen contact is edited after save

Reselect, if the chosen address is edited after save

Mobile No

When you have multiple contacts against an entity like customer/supplier, you can check 'Is Primary Contact' to indicate the preferred contact. The primary contact will be chosen automatically in transactions like sales order and sales invoice.

To Import multiple contacts from a spreadsheet, use the Data Import Tool.

2. Features

2.1 Link a Contact to Multiple Entities

A contact may be linked to multiple customers or multiple suppliers.

A contact can also be linked to customers and suppliers at the same time.

≡ Gary Mehigan-Innovative Chemicals Inc. • Open

Invite as User

Links :

<

>

Save

Reference

Links

<input type="checkbox"/> No.	Link Document Type	Link Name	Link Title	
<input type="checkbox"/> 1	Customer	Innovative Chemicals Inc.	Innovative Chemicals Inc.	Edit
<input type="checkbox"/> 2	Customer	Watson Plastics Inc.	Watson Plastics Inc.	Edit
<input type="checkbox"/> 3	Supplier	Bow Plastics Inc.	Bow Plastics Inc.	Edit

Add Row

☐ Is Primary Contact

☐ Is Billing Contact

More Information

Department

2.2 Invite the Contact as a User

You can allow contacts of your customers and suppliers to log into your DellSuite system and view data relevant to them. Check Customer Portal for more details on this. You can send an email invitation to a contact by clicking on 'Invite as User' button.

Gary Mehigan-Innovative Chemicals Inc. • Open

Invite as User Links < > ⌵ ... Save

GM

Assigned To +

Attachments
Attach File +

Reviews +

Shared With +

Tags
Add a tag ...

First Name *
Gary

Middle Name

Last Name
Mehigan

User Id

Address

☐ Sync with Google Contacts

Status
Open

Salutation
Mr

Designation
Manager

Gender
Male

Company Name

Contact Details

Email IDs

Address

You can record the addresses associated with a Lead, Customer, Supplier, Shareholder, Sales Partner or a Warehouse.

You can also add an Address as a standalone record without linking it to any of the entities listed above.

To access the Address list, go to:

Home > CRM > Address

1. How to create an Address

1. Go to the Address list and click on New.
2. Select Address Type.
3. Enter details in Address Line 1, Address Line 2, City/Town, County, State, Country.
4. Enter Email Address, Phone and Fax.
5. Enter Link DocType and Link Name to link this address to customer, supplier etc.

6. Save.

The screenshot shows a web form titled "Innovative Chemicals Inc.-Billing" with a status of "Enabled". On the left, there is a sidebar with sections: "Assigned To" (with a plus icon), "Attachments" (with an "Attach File" button and a plus icon), "Reviews" (with a plus icon), "Shared With" (with a plus icon), and "Tags" (with an "Add a tag ..." button). Below the sidebar, there are two status updates: "You edited this just now" and "You created this 1 minute ago". The main form area contains several input fields: "Address Title" (filled with "Innovative Chemicals Inc."), "Address Type" (dropdown menu showing "Billing"), "Address Line 1" (filled with "557 Winifred Way"), "Address Line 2" (filled with "Capitol Avenue"), "City/Town" (filled with "Indianapolis"), "County" (empty), "State/Province" (filled with "Indiana"), and "Country" (empty). To the right of these fields are "Email Address", "Phone" (filled with "765-670-9953"), "Fax" (empty), and "Tax Category" (empty). At the bottom right, there are three checkboxes: "Preferred Billing Address", "Preferred Shipping Address", and "Disabled". A "Save" button is located in the top right corner of the form.

You can also add an Address from the Customer or Supplier record by clicking on "New Address" button as shown below.

The screenshot shows a web form titled "Innovative Chemicals Inc." with a status of "Enabled". The top navigation bar includes "Accounting Ledger", "Accounts Receivable", "Create", and a "Save" button. The main form area is divided into two sections. The first section, "Address and Contact", contains a list of addresses with the first one selected: "1. Innovative Chemicals Inc. (Billing)" with address "557 Winifred Way, Capitol Avenue, Indianapolis, Indiana 46202". An "Edit" button is next to it. Below this list is a "New Address" button, which is highlighted with a red rectangle. To the right of the address list is a "Contact" section with "Gary Mehigan - Manager" and an "Edit" button, and a "New Contact" button. The second section, "Primary Address and Contact Detail", contains two columns. The left column is for "Customer Primary Contact" and the right column is for "Customer Primary Address". Both columns have a "Reselect, if the chosen contact is edited after save" or "Reselect, if the chosen address is edited after save" instruction and a "Mobile No" field.

To Import multiple addresses from a spreadsheet, use the Data Import Tool.

2. Features

2.1 Link an Address to Multiple Entities

An address may be linked to multiple customers or multiple suppliers.

An address can also be linked to customers and suppliers at the same time.

Innovative Chemicals Inc.-Billing

Enabled

Links : < > Print ... Save

Reference

☐ Is Your Company Address

Links

<input type="checkbox"/> No.	Link Document Type	Link Name	Link Title	
<input type="checkbox"/> 1	Customer	Innovative Chemicals Inc.	Innovative Chemicals Inc.	Edit
<input type="checkbox"/> 2	Supplier	Bow Plastics Inc.	Bow Plastics Inc.	Edit
<input type="checkbox"/> 3	Customer	Watson Plastics Inc.	Watson Plastics Inc.	Edit

Add Row

Add a comment

Ctrl+Enter to add comment

2.2 Address Title

If the address is not linked to any entity you need to manually add a title.

If the address is linked to an entity like a customer or supplier, the title is generated automatically in 'Entity Name-Address Type' format.

Innovative Chemicals Inc.-Billing

Enabled

Links

<

>

Print

More

Save

Assigned To

+

Attachments

Attach File

+

Reviews

+

Shared With

+

Tags

Add a tag ...

0 · 0

FOLLOW

You edited this 2 minutes ago

You created this 9 minutes ago

Address Title

Innovative Chemicals Inc.

Address Type *

Billing

Address Line 1 *

557 Winifred Way

Address Line 2

Capitol Avenue

City/Town *

Indianapolis

County

State/Province

Indiana

Country *

Email Address

Phone

765-670-9953

Fax

Tax Category

☐ Preferred Billing Address

☐ Preferred Shipping Address

☐ Disabled

2.3 Preferred Billing Address and Shipping Address

If you check 'Preferred Shipping Address', the address would be automatically added in the Shipping Address in Sales Order, Sales Invoice and Delivery Note transactions.

Similarly, if you check 'Preferred Billing Address', the address would be automatically added in the Billing Address in Sales Order, Sales Invoice and Delivery Note transactions.

2.4 GST Localization for India

If the customer or supplier has registered under GST, you can enter GSTIN and GST State in Address. Make sure GSTIN entered is in valid format.

Awesome Private Limited-Billing

Enabled

Links

<

>

Print

More

Save

Assigned To

+

Attachments

Attach File

+

Reviews

+

Shared With

+

Tags

Add a tag ...

0 · 0

FOLLOW

You edited this just now

You created this 1 week ago

Address Title

Awesome Private Limited

Address Type *

Billing

Address Line 1 *

JP Nagar

Address Line 2

Near 15th Cross

City/Town *

Bangalore

County

State/Province

Karnataka

Country *

Party GSTIN

29AAECS8097E1ZV

GST State

Karnataka

GST State Number

29

☒ Preferred Billing Address

In sales transactions along with address, GSTIN is also fetched.

Awesome Private Limited

Draft

Get Items From < > Print ... Submit

just now

You created this just now

Address and Contact

Customer Address

Awesome Private Limited-Billing

Billing Address GSTIN

29AAECS8097E1ZV

Address

JP Nagar
Near 15th Cross
Bangalore
Karnataka, State Code: 29
India
GSTIN: 29AAECS8097E1ZV

Contact Person

Company Address Name

Unico Plastics PVT. LTD.-Billing

Company GSTIN

Shipping Address Name

Awesome Private Limited-Billing

Customer GSTIN

29AAECS8097E1ZV

Place of Supply

29-Karnataka

Shipping Address

JP Nagar
Near 15th Cross
Bangalore
Karnataka, State Code: 29
India
GSTIN: 29AAECS8097E1ZV

Territory

All Territories

You can also add addresses of your own company's facilities. Check 'Is Your Company Address', select Company in Link DocType, and Company Name in Link Name for such addresses and you can select them in GST Sales Invoice to print your own address.

New Address 2

Not Saved

Save

Country

India

Postal Code

400001

Disabled

REFERENCE

Is Your Company Address

Links

	Link DocType	Link Name	Link Title	
No Data				
Add Row				

GSTIN is to be added in Address and not in Customer/Supplier, as one Customer/Supplier may have multiple GSTIN (one for each state where he conducts his business).

Managing Campaigns

In DellSuite CRM, a campaign refers to a structured marketing initiative aimed at achieving specific business objectives, such as generating leads, increasing sales, or promoting brand awareness.

The Campaign feature allows users to plan, execute, and monitor marketing campaigns effectively within the CRM module. By leveraging the Campaign feature in DellSuite CRM, organizations can streamline their marketing efforts, target the right audience with personalized messages, track campaign performance, and ultimately drive business growth through effective marketing initiatives.

Campaign

A Campaign is a full-scale implementation of a sales strategy to promote a product or service.

This is done in a market segment of a particular geographical area to achieve specified objectives.

To access Campaign, go to:

Home > CRM > Campaign > Campaign

Selling > Campaign

Search or type a command (Ctrl + G)

Settings Help

Product Introduction for Customers

View Leads Save

Comments 0

Assigned To Assign +

Attachments Attach File +

Tags Add a tag ...

Reviews +

Shared With +

You edited this 3 minutes ago

You created this 11 minutes ago

DASHBOARD

Email Campaigns Social Media Campaigns

Email Campaign + Social Media Post +

CAMPAIGN

Campaign Name

Product Introduction for Customers

CAMPAIGN SCHEDULES

Campaign Schedules

	Email Template	Send After (days)	
<input type="checkbox"/>	1 CRM Module Intro	1	▼
<input type="checkbox"/>	2 HR Module Intro	2	▼
<input type="checkbox"/>	3 Accounts Module Intro	4	▼

Add Row

Description

A Campaign for ERPNext Product Introduction for Leads and Contacts.

1. How to Create a Campaign

1. Go to the Campaign list, click on new.
2. Enter a name for the campaign.
3. Enter a description to describe what the campaign is about.
4. Save.

2. Features

2.1 Tag Campaign in Lead, Opportunity, and Quotation

When a marketing campaign generates a lead or an opportunity, you can tag the campaign while creating the Lead or Opportunity. You can also tag the campaign in Quotation.

This helps in assessing the effectiveness of a marketing campaign by calculating the return on investment.

CRM > Lead > CRM-LEAD-2021-00003

Search or type a command (Ctrl + G) | Help | BS

Soylent Corp • Opportunity

Create < > Print ... Save

Assigned To

+

Attachments

Attach File +

Reviews

+

Shared With

+

Tags

Add a tag ...

0 • 0 FOLLOW

You edited this just now

Person Name

Soylent Corp

Organization Name

Soylent Corp

Email Address

sales@soylentcorp.com

Lead Owner

bella.alsop@unico.com

Status *

Opportunity

Designation

Gender

Source

Existing Customer

From Customer

Campaign Name

Expo 2020

2.2 View Leads Generated by a Campaign

1. Click on 'View Leads' button in the campaign.

Selling > Campaign

Search or type a command (Ctrl + G) | Settings | Help |

Product Introduction for Customers

Menu > Save

Comments 0

Assigned To

Assign +

Attachments

Attach File +

Tags

Add a tag ...

Reviews

+

Shared With

DASHBOARD ^

Email Campaigns

Email Campaign +

Social Media Campaigns

Social Media Post +

CAMPAIGN

Campaign Name

Product Introduction for Customers

View Leads

2. You will see a filtered list of leads made against the campaign.
3. You can also create new leads against the campaign by clicking on 'New'

CRM

Search or type a command (Ctrl + G) | Help | BS

Lead

Filter By

Assigned To

Created By

Edit Filters

Tags

Show Tags

Save Filter

Filter Name

Show Saved

List View | + Add Lead

Name	Status	Title	2 filters	Last Modified On
<input type="checkbox"/> Title		Organization Name	Lead Owner	Name
<input type="checkbox"/> Initech Inc.		Initech Inc.	bella.alsop@unico.com	CRM-LEAD-2021-000...
<input type="checkbox"/> Massive Dynamic Inc.		Massive Dynamic Inc.	grace@unico.com	CRM-LEAD-2021-000...
<input type="checkbox"/> Globex Corporation		Globex Corporation	anthony.miller@unico....	CRM-LEAD-2021-000...
<input type="checkbox"/> Soylent Corp		Soylent Corp	bella.alsop@unico.com	CRM-LEAD-2021-000...

20 100 500

2.3 Set up email schedules for Email Campaigns

If you want to carry out a campaign using emails for your leads or contacts, Email Campaign serves the purpose.

You will have to set up a schedule for the campaign. Click on 'Add Row' to add an entry to the campaign schedule.

Selling > Campaign > Expo 2020

Search or type a command (Ctrl + G) | Help | BS

Expo 2020 • Not Saved

View Leads | < | > | Save

Attachments

Attach File +

Reviews

+

Shared With

+

Tags

Add a tag ...

0 · 0 FOLLOW

You edited this 15 minutes ago

You created this 16 minutes ago

Campaign

Campaign Name *

Expo 2020

Campaign Schedules

Campaign Schedules

No.	Email Template	Send After (days)	
<input type="checkbox"/> 1	Make Most Out of Expo 2020	1	Edit
<input type="checkbox"/> 2	Expo 2020 - Five Days To Go!		Edit
<input type="checkbox"/> 3	All Set For Expo 2020?		Edit

Add Row

Description

- In **Email Template**, select an 'Email Template' which you would like to send via email to the lead or contact. You can create one as follows:

The screenshot shows an email creation interface. On the left, there's a sidebar with options: 'Assigned To' (with a plus icon), 'Attachments' (with an 'Attach File' button and a plus icon), 'Reviews' (with a plus icon), 'Shared With' (with a plus icon), and 'Tags' (with an 'Add a tag ...' button). Below these are engagement metrics: '0' likes, '0' comments, and a 'FOLLOW' button. A status bar at the bottom indicates 'You edited this just now' and 'You created this 6 minutes ago'.

The main content area is titled 'All Set For Expo 2020?'. It has a 'Subject' field with the text 'All Set For Expo 2020?'. Below the subject is a 'Response' field with a rich text editor. The editor has a toolbar with options like 'Normal', 'B' (bold), 'I' (italic), 'U' (underline), 'A' (text color), 'B' (background color), 'Link', 'Image', 'List', 'Table', and 'Table' (dropdown). The response text reads: 'Meet us at the Expo 2020! The expo will have a theme called "Connecting Minds, Creating the Future". The expo will also have three sub themes: opportunity, mobility and sustainability, each with its own pavilion. The Opportunity pavilion is designed by AGI Architects, Mobility by Foster and Partners, and Sustainability by Grimshaw Architects. In 2021 it was announced that the three thematic pavilions would open for a limited time before the full opening of the expo. The Sustainability Pavilion Terra opened on 22 January 2021 and will stay open until to 10 April 2021.'

- In **Send After (days)**, specify the number of days after which the respective email should be sent. Using this field, the day on which email is to be sent is calculated relative to the **Start Date** of **Email Campaign**.

2.4 Dashboard

The Campaign dashboard shows you all the Email Campaigns and Social Media Post linked to the Campaign. You can also create a new Email Campaign and Social Media Post from here.

The screenshot shows the 'Expo 2020' campaign dashboard. On the left, there's a sidebar with options: 'Assigned To' (with a plus icon), 'Attachments' (with an 'Attach File' button and a plus icon), 'Reviews' (with a plus icon), 'Shared With' (with a plus icon), and 'Tags' (with an 'Add a tag ...' button). Below these are engagement metrics: '0' likes, '0' comments, and a 'FOLLOW' button. A status bar at the bottom indicates 'You edited this just now' and 'You created this 6 minutes ago'.

The main content area is titled 'Expo 2020'. It has a 'View Leads' button and a 'Save' button. Below these are two sections: 'Connections' and 'Campaign'. The 'Connections' section has two tabs: 'Email Campaigns' and 'Social Media Campaigns'. Under 'Email Campaigns', there is an 'Email Campaign' button with a plus icon. Under 'Social Media Campaigns', there is a 'Social Media Post' button with a plus icon. The 'Campaign' section has a 'Campaign Name' field with the text 'Expo 2020'.

Email Campaign

An Email Campaign is a coordinated set of emails sent to leads or contacts according to a particular schedule.

Email Campaigns are still one of the most effective ways to reach your Customers, Contacts or Leads and keep them engaged. For example, you could set up Email Campaigns for introducing your product to the customers, with every email revealing an interesting feature of your product.

To create an Email Campaign, go to:

Home > CRM > Campaign > Email Campaign

1. Prerequisites

Before creating and using Email Campaign, these need to be created first:

- Campaign
- Lead or Contact or Email Group

2. How to Create an Email Campaign

1. Go to the Email Campaign list, click on New.
2. Select the Campaign for which you want to set up an Email Campaign.
3. Set the 'Start Date' for the Email Campaign.
4. In 'Email Campaign For', select whether you want to set up Email Campaign for a Lead or a Contact or for an Email Group to send to multiple email contacts.
5. In 'Recipient', select the respective Lead or Contact or Email Group for whom you want to start the Email Campaign.
6. In 'Sender', select the user of the system who should be the sender of the emails.
7. Save

> CRM > Email Campaign > MAIL-CAMP-2021-00010

Search or type a command (Ctrl + G) | Help | BS

MAIL-CAMP-2021-00010 • In Progress

Assigned To: +

Attachments: Attach File +

Reviews: +

Shared With: +

Tags: Add a tag ...

0 · 0 FOLLOW

You edited this just now

You created this just now

Campaign *
Expo 2020

Start Date *
05-10-2021

Email Campaign For *
Lead

End Date
05-15-2021

Recipient *
CRM-LEAD-2021-00002

Status
In Progress

Sender
anthony.miller@unico.com

Add a comment

Ctrl+Enter to add comment

Comment

The above Email Campaign is for the following Campaign:

> Selling > Campaign > Expo 2020

Search or type a command (Ctrl + G) | Help | BS

Expo 2020 • Not Saved

View Leads < > ... Save

Attachments: Attach File +

Reviews: +

Shared With: +

Tags: Add a tag ...

0 · 0 FOLLOW

You edited this 15 minutes ago

You created this 16 minutes ago

Campaign

Campaign Name *
Expo 2020

Campaign Schedules

Campaign Schedules

No.	Email Template	Send After (days)	
<input type="checkbox"/> 1	Make Most Out of Expo 2020	1	Edit
<input type="checkbox"/> 2	Expo 2020 - Five Days To Go!		Edit
<input type="checkbox"/> 3	All Set For Expo 2020?		Edit

Add Row

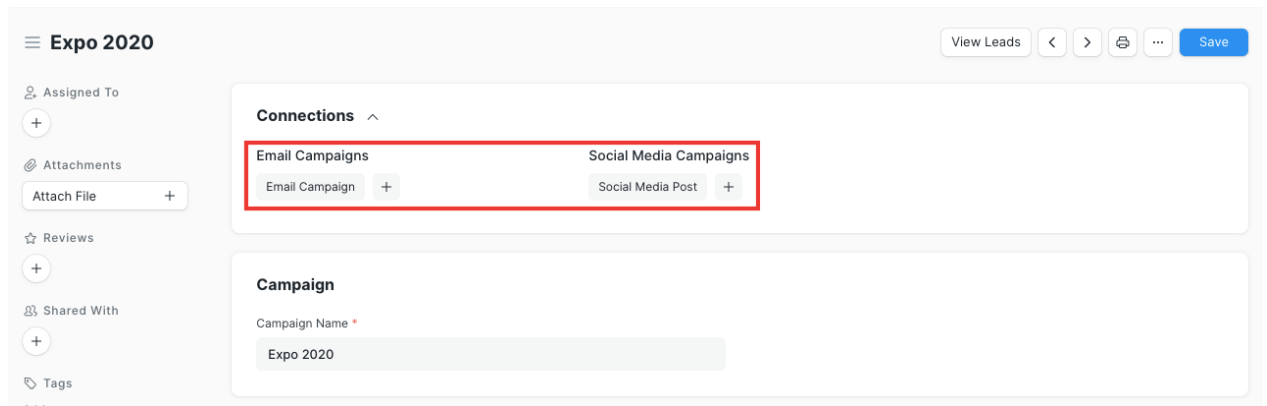
Description

Note: The **Send After (days)** field in Campaign specifies the day on which email is to be sent relative to the **Start Date** of **Email Campaign**. Notice the 'End Date' in the above Email Campaign. It is '26-07-2019', which is 4 days after the 'Start Date', '22-07-2029', as the Campaign Schedule ends on day 4.

2.1 Create multiple Email Campaigns for a Campaign

You can also create new Email Campaigns for different Leads or Contacts for the same Campaign though the Campaign Dashboard.

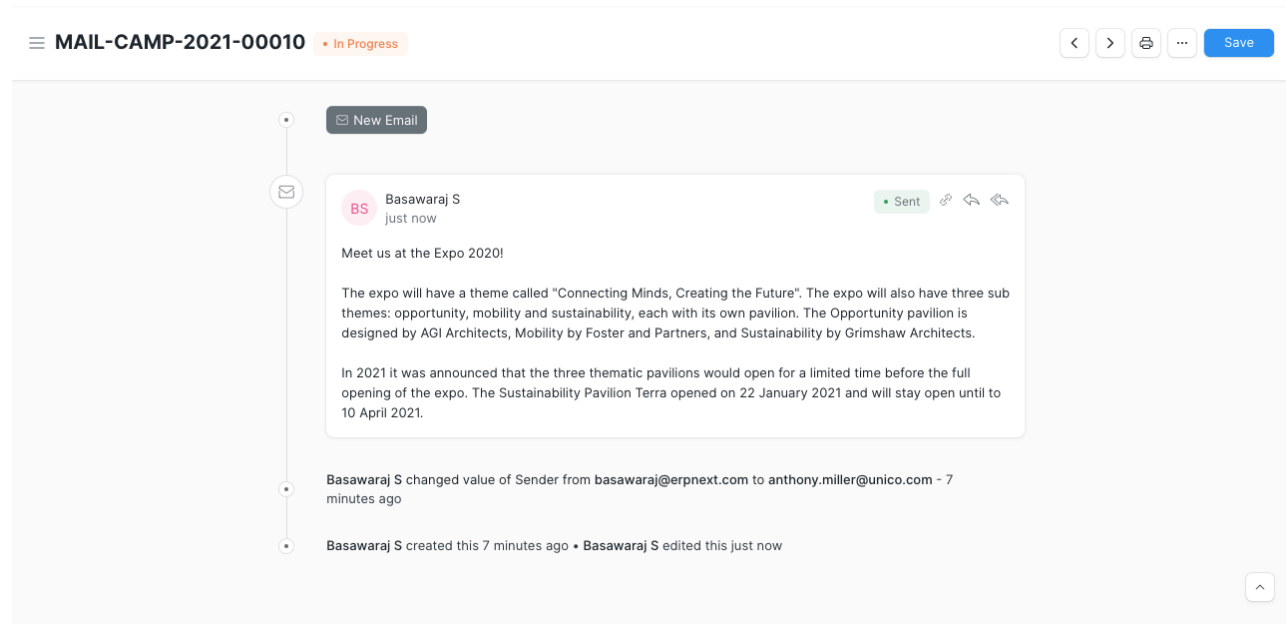
1. Go to the Campaign for which you want to create Email Campaigns.
2. Click on + in front of Email Campaigns to create a new Email Campaign for the Campaign.



3. Features

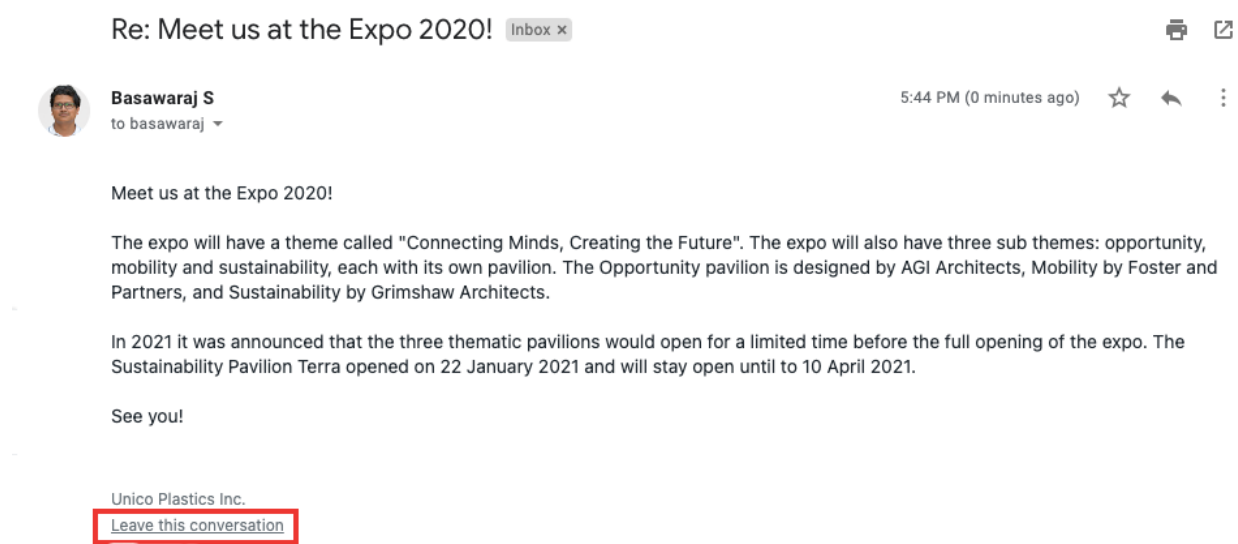
3.1 Linked Communication

When emails are sent to the respective leads or contacts, Communication is linked to the Email Campaign document. You can view all the emails sent in your document.

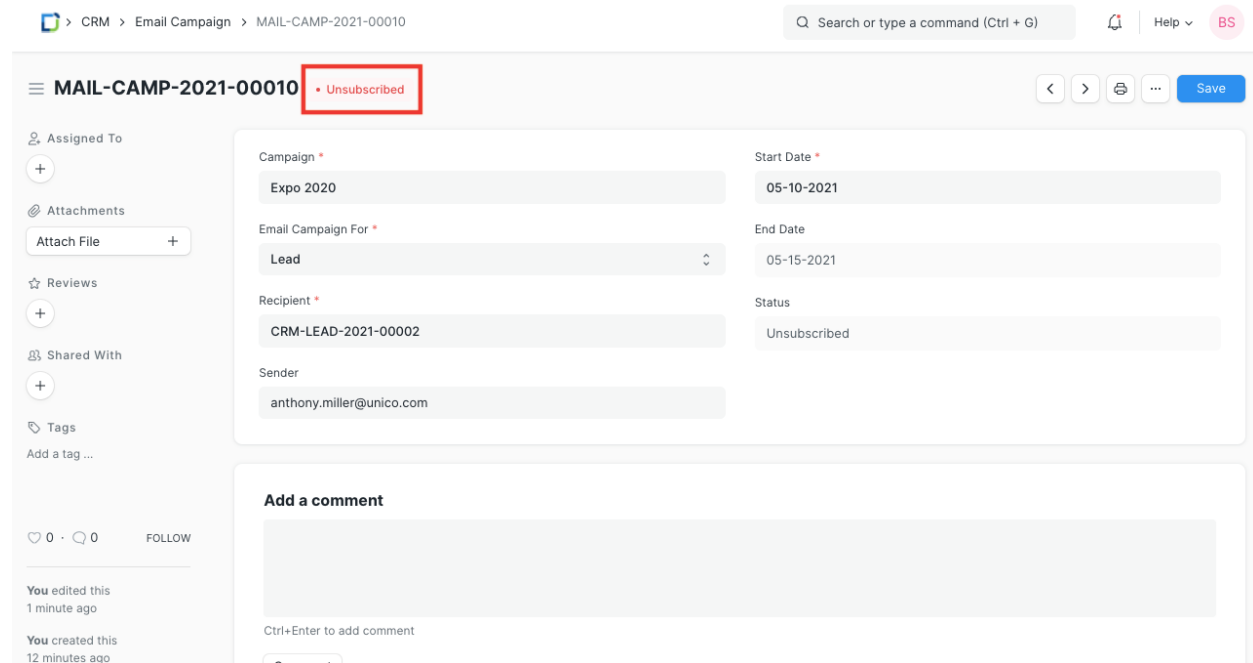


3.2 Unsubscribe from Email Campaign

If a lead or contact does not want to continue getting emails regarding the campaign, he or she can unsubscribe from the Email Campaign via the unsubscribe link sent with the email.



When the lead or contact unsubscribes, the status of the Email Campaign document changes to 'Unsubscribed'.



3.3 Use Lead or Contact fields in Email Template

The Email Template has the context of the document you have specified in the 'Email Campaign For' field. If you want to display the fields from your Lead or Contact document in your Email Template you will have to use `doc.fieldname` for the same. For example, if 'Email Campaign For' is 'Contact', you can mention the 'first name' of your Contact as `doc.first_name` in the Email Template as shown below:

The screenshot shows the 'HR Module Introduction' email template editor. On the left, there is a sidebar with 'Comments' (0), 'Assigned To' (Assign +), 'Attachments' (Attach File +), and 'Tags' (Add a tag ...). The main area has a 'Subject' field with the text 'HR Module Introduction for {{doc.first_name}}', where the placeholder is highlighted with a red box. Below the subject is a 'Response' field with a rich text editor toolbar. The body text is 'Hello {{doc.first_name}}, A quick introduction about HR Module', with the placeholder highlighted by a red box.

Then the emails sent would look like this:

The screenshot displays the 'MAIL-CAMP-2019-00042' campaign configuration page, which is 'In Progress'. The top section contains fields for 'Campaign' (Product Introduction), 'Start Date' (30-12-2019), 'Email Campaign For' (Contact), and 'Status' (In Progress). Below these are fields for 'Recipient' (Rucha Mahabal) and 'Sender' (Administrator). A 'Comments' section on the left shows a timeline of actions: 'You edited this a minute ago' and 'You created this a minute ago'. The bottom section, titled 'New Email', shows a preview of the email being sent to 'ruchamahabal812+Campaign+Product%20Introduction@gmail.com'. The preview includes the title 'Title: HR Module Introduction for Rucha' and the body text 'Hello Rucha, A quick introduction about HR Module', with the placeholders highlighted by red boxes.

3.4 Status indication

Status indicates the state of the Email Campaign, the various Statuses are:

- **Scheduled:** When the Email Campaign has not yet started but scheduled on a future 'Start Date'.
- **In Progress:** The campaign would be marked as 'In Progress' between 'Start Date' and 'End Date' of the campaign.
- **Completed:** After the 'End Date' of the campaign, the status will be changed to 'Completed'.
- **Unsubscribed:** When the Lead or Contact unsubscribes from the Campaign.

Email Campaign

Filter By: Assigned To, Created By, Tags, Show Tags, Save Filter, Filter Name, Show Saved

Name	Status	Campaign	Name	Last Modified On
<input type="checkbox"/> Name	Scheduled	Expo 2020	MAIL-CAMP-2021-00...	now 0
<input type="checkbox"/> MAIL-CAMP-2021-00012	In Progress	Expo 2020	MAIL-CAMP-2021-00...	6 m 1
<input type="checkbox"/> MAIL-CAMP-2021-00011	Unsubscribed	Expo 2020	MAIL-CAMP-2021-00...	24 m 2
<input type="checkbox"/> MAIL-CAMP-2021-00010				

20 | 100 | 500

Email Group

An Email Group is a list of subscriber email IDs to which you send newsletters.

You can manage subscribers by grouping them into different groups.

You can group existing and potential customers into different groups based on their territory or products they are interested in. You can group the email ID of all employees so that you can share information with them.

To access the Email Group list, go to:

Home > Settings > Email > Email Group

1. How to Create an Email Group

1. Go to the Email Group list and click on New.
2. Enter 'Title'.

3. Click on 'Save'
4. Click on Action > Add Subscribers.
5. Enter Email Addresses.
6. Click on 'Add'

2. Features

2.1 Import Email IDs from Transactions

You can import email IDs from existing transactions.

Click on Action > Import Subscribers and select a transaction like Lead. Click on Import and all the email IDs mentioned in the email IDs will be imported.

2.2 Email Templates

You can specify the confirmation email and welcome email template for the email group. A confirmation email will be sent to confirm a person's subscription to your newsletter. The welcome email is sent when the person confirms their subscription to your email newsletter.

Confirmation Email Template: This email template is used to replace the default template sent for newsletter subscription. The confirmation email generated via this template is sent when someone subscribes to the Email Group Website. **Welcome Email Template:** Whenever a subscriber is added to an email group after confirmation, the email template set here will be sent to them.

Newsletter Subscribers

Action < > Print ... Save

Assigned To
+
Attachments
Attach File +
Reviews
+
Shared With
+
Tags
Add a tag ...
0 0 · 0 FOLLOW
You edited this
You created this
2 minutes ago

Connections ^

Members
10 Email Group Member +

Total Subscribers
10

Confirmation Email Template
Newsletter Subscription Confirmation

Welcome Email Template
Newsletter Subscription Welcome Message

Add a comment

Sales Pipeline

The sales pipeline in DellSuite CRM is a structured process that manages and tracks every stage of the sales cycle. It starts with lead generation and moves through different stages the cycle to deal closure. Each stage in the pipeline is managed and monitored in the system using activity tracking, communication logs, appointment management, contract generation etc.

With the help of effective management of sales pipeline, organisations to streamline their sales processes, improve conversion rates, and enhance customer relationships.

Lead

A lead is a potential customer who might be interested in your products or services.

To get the customer through the door, you may be doing all or any of the following:

- Listing your product on directories.
- Maintaining an updated and searchable website.
- Meeting people at trade events.
- Advertising your products or services.

When you send out the word that you are around and have something valuable to offer, people will come in to check out your products. These are your Leads.

They are called Leads because they may lead you to a sale. Sales executives usually work on leads by calling them, building a relationship and sending information about products or services. It is important to track all this conversation to enable another person who may have to follow-up on that contact. The new person is then able to know the history of that particular Lead.

To access the Lead list, go to:

Home > CRM > Sales Pipeline > Lead

1. How to Create a Lead

1. Go to the Lead list and click on New.

2. If the person represents an organization, check the 'Lead is an Organization' checkbox. Notice that when you check, the 'Company Name ' field becomes mandatory. Enter the Company Name.
3. If the person is an individual, leave the checkbox unchecked and enter Person Name and Gender.
4. Enter the 'Email Address'.
5. **Status is the important field** in the Lead. You can set the status manually and also it will be updated automatically based on your actions against the lead.
 - Lead: This is the default status assigned when a Lead is created and it indicates an action is needed against this Lead.
 - Open: Sales executive needs to contact the Lead.
 - Replied: A sales executive has provided the information needed and response from Lead is awaited.
 - Opportunity: If an Opportunity is created against the Lead, the status is set to Opportunity. It indicates that the Lead is qualified and may lead to sales.
 - Quotation: If a quotation is created against a Lead, then the status is set to Quotation.
 - Lost Quotation: If the quotation given to the lead has been marked as lost, then the status is set to 'Lost Quotation'.
 - Interested: The lead is interested in the products or services.
 - Converted: If the quotation given to the Lead has resulted in confirmation of an order and if the Sales Order has been created against the quotation, then the status is set to Converted.
 - Do Not Contact: Lead is not interested and no further communication is needed.
6. You can set the Lead Source in Source field.
7. Enter email ID for communication.
8. Click on 'Save'.

CRM > Lead > CRM-LEAD-2021-00001

Search or type a command (Ctrl + G) | Help | BS

Innovative Chemicals Inc. • Lead

Create < > Print ... Save

Connections ▾

☒ Lead is an Organization

Person Name Marco White	Lead Owner anthony.miller@unico.com
Organization Name Innovative Chemicals Inc.	Status * Lead
Email Address marco.white@innovative.com	Designation Manager
	Gender Male
	Source Mass Mailing

Assigned To
+

Attachments
 innovative.jpeg ×
 Attach File +

Reviews
+

Shared With
+

Tags
Add a tag ...

You can also record the details of the conversation in the NOTES section.

Further details like Lead Type, Market Segment, Industry can be added in the 'MORE INFORMATION' section.

If you have a healthy number of leads, all this information will help you prioritize the leads you can pursue.

You can assign the Lead to a user by clicking on 'Assign' button on left bar. You can also attach files/images by clicking on 'Attach File' button.

2. Features

2.1 Reminders to Follow Up on the Leads

It is important to reach out to leads from time to time and build the relationship. You can create a calendar event from the **Activities** tab for the user and a notification will be shown on that date.

2.2 Adding Multiple Contacts and Addresses

In Business-to-business(B2B) scenario, in order to close a sales deal, you will have to contact multiple people working in the prospective company. You can add the details of all such people in the same lead. Once you save a Lead, you will get the option to add Contact details by clicking on 'New Contact' button. Similarly, you can add the Address details by clicking on 'New Address'.

CRM > Lead > CRM-LEAD-2021-00001

Search or type a command (Ctrl + G) | Help | BS

Innovative Chemicals Inc. • Lead

Create < > Print ... Save

Address & Contact ^

1. CRM-LEAD-2021-00001 (Billing)

3928 Kenwood Place
Orlando,

Edit

Marco White- Manager

Email: marco.white@innovative.com (Primary)

Edit

2. CRM-LEAD-2021-00001 (Billing)

3772 Ashton Lane
Austin, Texas 78704

Edit

Gary Mehigan- Vice President

Email: gary.mehigan@innovative.com (Primary)

Edit

New Address New Contact

Contact v

More Information v

2.3 Recording Comments, Emails and Events

- **Comments:** You can write your comment in 'Add a comment' box and click on 'Comment'.
- **Emails:** You can send an email to the lead by clicking on the 'New Email' button and when the lead responds to your email, it will be appended to your email creating an email thread.
- **Events:** You can also records the Meetings, Calls etc you have had with the Lead by clicking on 'New Event'

2.4 Creating Opportunity, Customer and Quotation

You can create an Opportunity, Customer or a Quotation from the Make dropdown. Relevant field values will be copied over.

2.5 Auto-assigning the Leads to Sales Executives

Introduced in Version 12

You can define Assignment Rules to automatically assign the leads to sales executives.

Assignment Rule > Lead Assignment

Search or type a command (Ctrl + G) Help BS

Lead Assignment Enabled

Assigned To: +

Attachments: Attach File +

Reviews: +

Shared With: +

Tags: Add a tag ...

0 · 0 FOLLOW

You edited this just now

You created this 2 minutes ago

Document Type *

Lead

Due Date Based On

Value from this field will be set as the due date in the ToDo

Priority

0

Higher priority rule will be applied first

☐ Disabled

Description *

Automatic Assignment of Leads

Example: {{ subject }}

Assignment Rules

Assign Condition *

1 status=="Open"

Unassign Condition

1

3. Adding Custom Fields

You may need to add custom fields to capture additional details as per your needs.

You can customize the Lead DocType using Customize Form tool.

Opportunity

Opportunity is a qualified lead.

When you get a hint that lead is looking for a product/service that you offer, you can convert that lead into an opportunity. You can also create an opportunity against an existing customer. Multiple Opportunities can be collected against a lead or a customer.

To access the Opportunity list, go to:

Home > CRM > Sales Pipeline > Opportunity

1. How to Create an Opportunity

1. Go to the Opportunity list and click on 'Add Opportunity'.
2. In 'Opportunity From', select Lead if opportunity is from a lead.

3. You can also go to a Lead with 'Open' status and select "Opportunity" under **Create** dropdown as shown below.

The screenshot shows a CRM interface for 'Innovative Chemicals Inc.' with a form for creating an 'Opportunity'. The 'Create' dropdown menu is open, showing three options: 'Customer', 'Opportunity' (which is highlighted with a red box), and 'Quotation'. The form fields are as follows:

Field	Value
Person Name	Marco White
Lead Owner	anthony.miller@unico.com
Organization Name	Innovative Chemicals Inc.
Status *	Opportunity
Email Address	marco.white@innovative.com
Designation	Manager
Gender	Male
Source	Mass Mailing

4. In 'Opportunity From', select Customer if opportunity is from a customer.
5. Select Opportunity Type. This indicates the broad category of opportunity like Sales, Support, Maintenance etc.
6. You can add more details like Opportunity Amount, Probability (of conversion), Currency in 'SALES' section.
7. You can capture the details of the products/services needed by clicking on 'With Items' checkbox and adding the item and quantity details in 'Items' section.

Innovative Chemicals Inc. Open

Create

Lost

Close

<

>

...

Save

Sales

Currency

USD

Probability (%)

100.000

Opportunity Amount

0.00

☒ With Items

Items

<input type="checkbox"/>	No.	Item Code	Qty	Item Name	
<input type="checkbox"/>	1	HDPE	0	HDPE	Edit
<input type="checkbox"/>	2	Luxury Plastic Chair	0	Luxury Plastic Chair	Edit

Add Multiple

Add Row

8. Enter the Source of the opportunity in the SOURCE section.

2. Features

2.1 Reminders to Follow Up on Opportunities

It is important to reach out to opportunities from time to time and build the relationship. You can set the 'Next Contact Date' and 'Next Contact By' fields and a calendar event will be added for the user chosen in 'Next Contact By' field and a notification is shown on the that Date.

2.2 Auto-assign Opportunities to Sales Executives

Introduced in Version 12

You can define Assignment Rules to automatically assign the opportunities to sales executives.

2.4 Create a Quotation

You can create a Quotation from the **Make** dropdown. Relevant field values will be copied over.

The screenshot shows a CRM interface for 'Innovative Chemicals Inc.' with a status of 'Open'. A 'Make' dropdown menu is open, showing options: 'Supplier Quotation', 'Request For Quotation', and 'Quotation' (which is highlighted with a red border). The main form displays fields for 'Opportunity From' (Lead), 'Opportunity Type' (Sales), 'Lead' (CRM-LEAD-2021-00001), 'Status' (Open), 'Customer / Lead Name' (Innovative Chemicals Inc.), 'Converted By', 'Source' (Mass Mailing), 'Sales Stage' (Prospecting), and 'Expected Closing Date'. The left sidebar contains navigation links for 'Assigned To', 'Attachments', 'Reviews', 'Shared With', and 'Tags'. The bottom status bar indicates 'You edited this 12 minutes ago'.

2.5 Create a Supplier Quotation

You may need to get a quotation from your supplier against the customer requirement and based on that, prepare the quotation for your customer. With DellSuite, you can make a Supplier Quotation from the opportunity itself.

Best Practice: Leads and Opportunities are often referred as your "Sales Pipeline" this is what you need to track if you want to be able to predict how much business you are going to get in the future. Its always a good idea to be able to track what is coming in order to adjust your resources.

2.6 Capture the Reasons and Competitors for Lost Opportunities

When an opportunity is lost, you can capture the reasons, competitors and detail reason for losing. This will help you to analyse the trends over a long period of time and identify the insights needed for improvements at various areas in the organisation.

2.7 Minutes to First Response

When you send the first reply(email) to an Opportunity, it calculates Mins to First Response and is displayed in a field.

A report is generated called 'Minutes to First Response for Opportunity'. Read CRM Reports for more details.

Appointment

An appointment is a prearranged meeting between a Lead and an Employee of your Company.

Appointment document type can be used to schedule and manage interaction with a Lead or an Opportunity.

To access Appointment list, go to:

Home > CRM > Sales Pipeline > Appointment

1. Prerequisites

1. Appointment Booking Settings
2. Holiday List
3. Employee
4. Lead
5. Email

2. How to create an Appointment

1. Go to Appointment list, click on New
2. Select scheduled time of the appointment
3. Enter customer details
4. In linked documents, if you have already created a Lead for the Customer you can set it here. Otherwise the system will automatically create a new lead with the customer details from previous step.

5. Save.

The screenshot shows a web interface for creating a new appointment. At the top, there is a breadcrumb trail: CRM > Appointment > new-appointment-1. A search bar on the right contains the text 'Search or type a command (Ctrl + G)'. Below the breadcrumb, the page title is 'New Appointment' with a 'Not Saved' indicator. A 'Save' button is located in the top right corner. The form is divided into two main sections. The first section, 'Appointment Details', contains a 'Scheduled Time' field with the value '05-07-2021 10:00:00', a 'Timezone' dropdown set to 'America/Adak', and a 'Status' dropdown set to 'Open'. The second section, 'Customer Details', contains fields for 'Name' (John Doe), 'Phone Number' (765-670-9953), 'Skype ID' (empty), and 'Email' (john.doe@company.com). A 'Details' sidebar is visible on the right side of the 'Customer Details' section.

2.1 Creating appointments via website

Your Customers/Leads can create appointment using the webpage yoursitename.com/book_appointment.

First they need to set a date, time.

The screenshot shows a webpage titled 'Book an appointment'. At the top, there is a navigation bar with links: Unico Plastics Inc., Contact, Blog, Products, and a 'Login' button. The main heading is 'Book an appointment' with a subtitle 'Select Time'. Below this, there is a date selector showing '10/05/2021' and a time zone selector showing 'US/Pacific'. A row of time slots is displayed: '12:00 PM to 1:00 PM', '1:00 PM to 2:00 PM' (highlighted in blue), '2:00 PM to 3:00 PM', '3:00 PM to 4:00 PM', '4:00 PM to 5:00 PM', and '5:00 PM to 6:00 PM'. A 'Next' button is located below the time slots. At the bottom, there is a form for 'Your email address...' with a 'Get Updates' button. The footer contains the text '© Unico Plastics Inc.' and 'Powered by ERPNext - ERP Software for Distribution Companies'.

Then, add more details:

[Unico Plastics Inc.](#) [Contact](#) [Blog](#) [Products](#) [Login](#)

Add details

Selected date is May 10th 2021 at 1:00 PM

It'll match the customer email with leads in the system and if one is found, it is linked with the document. If no lead is found, the appointment is marked as "Unverified" and an email is sent to the customer to confirm their email

3. Features

3.1 Autoassign

Appointments are automatically assigned to employees as per the Agents list in Appointment Booking Settings. The agent with the least number of assignments for the day of the appointment and who is free in the scheduled time is assigned to the appointment.

3.2 Email confirmation

If there is no matching lead in your system, an email will be sent to the email address in the appointment to confirm if the email address is valid. Upon confirmation, a new Lead will also be created in the system along with the Appointment.

Appointment Booking Settings

You can find all settings related to booking appointments in Appointment Booking Settings.

CRM > Appointment Booking Settings

Search or type a command (Ctrl + G)

Help BS

Appointment Booking Settings

...

Save

+

Attachments

Attach File +

Reviews

+

Shared With

+

0 · 0

FOLLOW

You edited this just now

Administrator created this 4 weeks ago

Enable Appointment Scheduling

Agent Details

Availability Of Slots

<input type="checkbox"/>	No.	Day Of Week	From Time	To Time	
<input type="checkbox"/>	1	Monday	10:00:00	16:00:00	Edit
<input type="checkbox"/>	2	Tuesday	10:00:00	16:00:00	Edit
<input type="checkbox"/>	3	Wednesday	10:00:00	16:00:00	Edit
<input type="checkbox"/>	4	Thursday	10:00:00	16:00:00	Edit
<input type="checkbox"/>	5	Friday	10:00:00	16:00:00	Edit

Add Row

Agents *

anthony.miller@unico.com ×

grace@unico.com ×

bella.alsop@unico.com ×

1. Enable Appointment scheduling

This checkbox will enable appointment scheduling and also enable the `/book_appointment` Route for website users (your customers). Your customers will see a portal view. To know more, visit the Appointment Page

2. Agent Details

In this section, you can add details about agents, such as their working hours and holidays.

2.1 Availability of Slots

Here you can set the timing in which your agents are available to attend an appointment. This is set per day of the week. Each row represents a continuous block of time, you can have multiple entries for each day of the week.

For example if your agents work Monday to Friday, 9am to 5pm but with a lunch break at 1.30 for half and hour. You will need to create two entries for each day. One from 9am to 1.30pm and another from 2pm to 5pm.

2.2 Agents

This is the list of agents which will be **autoassigned** to appointments. The number of appointments which can exist in one timeslot also depends upon the number employees in this list.

2.3 Holiday list

You can link a (holiday list)[<https://DellSuite.com/docs/v13/user/manual/en/human-resources/holiday-list>] here to apply to the appointment schedule. If the day is a holiday, scheduling an appointment on that day won't be allowed.

3. Appointment Details

This section contains details about the appointment themselves.

3.1 Appointment Duration in minutes

The duration of appointment in minutes. This is used to calculate appointment timeslots for the web portal. Changing this does not affect the appointments created before the change.

3.2 Notify Via Email

Enabling this checkbox will send an email to the participants of the appointments i.e. your employee and the customer on the day of the appointment. Changing this checkbox does not affect the appointments created before the change.

3.3 Number of days appointment can be books in advance

This is the number of days the appointment can be booked in advance. If the Holiday List provided above ends before the date calculated using this number, appointment scheduling will be stopped at the end of holiday list end.

4. Success settings

4.1 Success Redirect URL

This is the URL where the user will be redirected on creation of successful appointment creation via Web Portal. This redirect will not occur when creating appointments from within Desk UI. Leave blank for home. This is relative to site URL, for example "about" will redirect to "<https://yoursitename.com/about>"

Contract

A contract is a legally binding agreement between a Supplier and a Customer over the sale or products or services.

A contract is legally enforceable because it meets the requirements and approval of the law. An agreement typically involves the exchange of goods, services, money, or promises of any of those.

To access the Contract list, go to:

1. How to Create a Contract

1. Go to the Contract list and click on New.
2. Choose the Customer.
3. Enter the Contract Terms. A template can also be created for easily fetching the terms.
4. Save.

≡ Innovative Chemicals Inc. • Active

< > 🖨️ ⋮ Cancel

Assigned To
+

Attachments
Attach File +

Reviews
+

Shared With
+

Tags
Add a tag ...

0 · 0 FOLLOW

You edited this

You created this just now

Party Type *
Customer

Party Name *
Innovative Chemicals Inc.

Party User
anthony.miller@unico.com

☒ Signed

Contract Period

Start Date
01-01-2021

End Date
12-31-2021

Signee Details

Signee

Signed On

Party User: The employee from your Company who is in contact with the Customer.

1.1 Statuses

- **Unsigned:** The Contract has not yet been signed by the Customer.
- **Active:** The Contract has been signed and is active under the Contract Period.
- **Inactive:** The Contract is out of the Contract Period and not valid anymore.

2. Features

2.1 Contract Period

The Start and End date within which the Contract is valid.

2.2 Signee Details

This section will appear when the 'Signed' checkbox is ticked to indicate that the Customer has signed and accepted the Contract.

Shared With

You edited this
a few seconds ago

SIGNEE DETAILS

Signee

Lucy

Signed On

20-11-2019 15:59:00

- **Signee:** Enter the name of the person that has signed the Contract.
- **Signed On:** The date on which the Contract was signed.

2.3 Contract Details

Enter the terms of the Contract in the Contract Terms field. You can create a Contract Template and the template can be selected to fetch the Contract Terms.

2.4 Fulfilment Details

If the Contract requires some fulfilment from the Supplier's (your) end, their details can be recorded in the Fulfilment Terms table.







Fulfilment Details

☒ Requires Fulfilment

Fulfilment Deadline

12-31-2021

Fulfilment Terms

<input type="checkbox"/>	No.	Fulfilled	Requirement	Notes	
<input type="checkbox"/>	1	<input checked="" type="checkbox"/>	Requirement Assessment	Assessment of requirement specifications as per the	 Edit
<input type="checkbox"/>	2	<input checked="" type="checkbox"/>	Sample Production	Sample Production and confirmation	 Edit
<input type="checkbox"/>	3	<input checked="" type="checkbox"/>	Sample Testing	Testing	 Edit
<input type="checkbox"/>	4	<input type="checkbox"/>	Manufacturing	Manufacturing commission and ramp up	 Edit
<input type="checkbox"/>	5	<input type="checkbox"/>	Quality Testing	Quality assurance	 Edit
<input type="checkbox"/>	6	<input type="checkbox"/>	Installation	Installation on site	 Edit

Add Row

- **Requirement:** Enter a requirement that needs to be fulfilled. For example, 'installation'.
- **Notes:** Any notes about the requirement can be entered here.

2.5 Contract Template

A contract template is a standardized outline of a contract without the specifics involved. You can create a new template by going to:

Home > CRM > Contract Template

You can create templates by using Jinja. Eg:

The parties enter into this contract on {{ start_date }}.

When you create a new contract using this template, the {{ start_date }} is replaced by the date entered into the field of the same name.

2.6 References

If the Contract can be linked to a transaction in DellSuite. Select the transaction type and the specific transaction. The documents that can be linked are:

- Quotation
- Project
- Sales Order
- Purchase Order
- Sales Invoice
- Purchase Invoice

CRM > Contract > Innovative Chemicals Inc. - Standard Contract Terms Agreement - 1

Search or type a command (Ctrl + G)

Help BS

Innovative Chemicals Inc. - Standard Contract Te... Draft

< > ⌂ ... Submit

References ^

Document Type

Quotation

Document Name

SAL-QTN-2021-00002

CRM Reports

CRM reports in DellSuite offer valuable insights into lead management. They help businesses track key metrics, evaluate the success of various campaigns, and understand customer behaviour.

By analyzing these reports, companies can make informed decisions, streamline their sales processes, and enhance customer relationships, leading to improved overall efficiency and growth.

Home > CRM > Reports

1. Lead Details

It typically provides an overview of the leads you are managing, including key details and metrics related to lead status, source, conversion, and more.

Nova Gadget House									
29-08-2023		29-08-2024		Status		Territory			
	Lead	Lead Name	Status	Lead Owner	Source	Territory	Mobile	Phone	F
2	CRM - LEAD - 2023...	Robert Johnson	Quotation	pushkar@erpnext.com	Email Campaign	All Territori...	+33 1 23 45 ...	+33 1 23 45 ...	
3	CRM - LEAD - 2023...	Susan Brown	Converted	pushkar@erpnext.com	Trade Show	All Territori...	+49 123 45 ...	+49 123 45 ...	
4	CRM - LEAD - 2023...	David Wilson	Lead	pushkar@erpnext.com	LinkedIn	All Territori...	+61 2 9876 ...	+61 2 9876 ...	
5	CRM - LEAD - 2023...	Lisa Anderson	Opportunity	pushkar@erpnext.com	Facebook	All Territori...	+81 3 1234 ...	+81 3 1234 ...	
6	CRM - LEAD - 2023...	Michael Lee	Opportunity	pushkar@erpnext.com	Website	All Territori...	+86 10 1234...	+86 10 1234...	
7	CRM - LEAD - 2023...	Sarah White	Opportunity	pushkar@erpnext.com	Trade Show	All Territori...	+91 22 9876...	+91 22 9876...	
8	CRM - LEAD - 2023...	William Davis	Opportunity	pushkar@erpnext.com	Referral	All Territori...	+7 495 123 - ...	+7 495 123 - ...	
9	CRM - LEAD - 2023...	Emily Clark	Opportunity	pushkar@erpnext.com	LinkedIn	All Territori...	+55 11 9876...	+55 11 9876...	
10	CRM - LEAD - 2023...	James Taylor	Opportunity	pushkar@erpnext.com	Email Campaign	All Territori...	+1 234-567...	+1 234-567...	
11	CRM - LEAD - 2023...	Michelle Brown	Lead	pushkar@erpnext.com	Website	All Territori...	+44 20 5678...	+44 20 5678...	
12	CRM - LEAD - 2023...	Christopher Hall	Opportunity	pushkar@erpnext.com	Trade Show	All Territori...	+33 1 45 67 ...	+33 1 45 67 ...	
13	CRM - LEAD - 2023...	Karen Harris	Opportunity	pushkar@erpnext.com	LinkedIn	All Territori...	+49 1234 56...	+49 1234 56...	
14	CRM - LEAD - 2023...	Thomas Martinez	Lead	pushkar@erpnext.com	Email Campaign	All Territori...	+61 3 9876 ...	+61 3 9876 ...	
15	CRM - LEAD - 2023...	Laura Turner	Opportunity	pushkar@erpnext.com	Referral	All Territori...	+81 90 - 123...	+81 90 - 123...	
16	CRM - LEAD - 2023...	Richard Scott	Lead	pushkar@erpnext.com	Trade Show	All Territori...	+86 21 9876...	+86 21 9876...	
17	CRM - LEAD - 2023...	Julie Wilson	Quotation	pushkar@erpnext.com	LinkedIn	All Territori...	+91 44 1234...	+91 44 1234...	
18	CRM - LEAD - 2023...	Daniel Adams	Quotation	pushkar@erpnext.com	Email Campaign	All Territori...	+7 495 987 - ...	+7 495 987 - ...	

2. Sales Funnel

The Sales Funnel Report provides a visual and analytical view of your sales pipeline, helping you understand the status and progression of leads and opportunities through various stages of your sales process.

For more details check Sales Funnel.

Sales Funnel

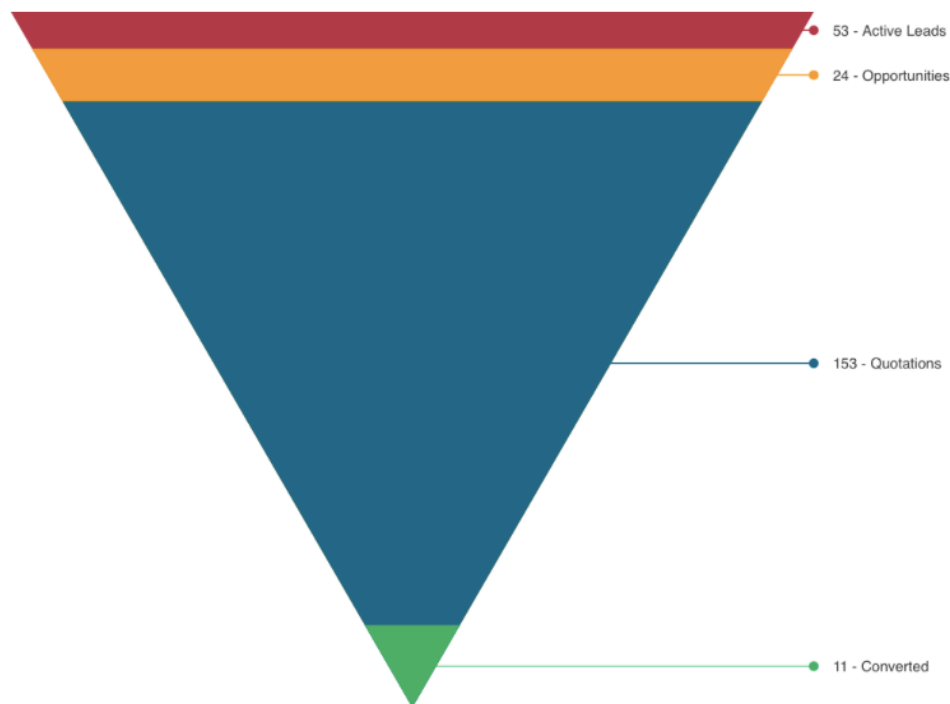
[Refresh](#)

Nova Gadget House

29-08-2023

29-08-2024

Sales Funnel



3. Prospects Engaged But Not Converted

It helps you identify and analyze leads or opportunities that were engaged but did not result in a conversion.

Prospects Engaged But Not Converted

[Download Report](#)[Set Chart](#)[Create Card](#)[🔄](#)[...](#)[Edit](#)

Lead

1

60

• This report was generated 1 year ago. To get the updated report, click on Rebuild. See all past reports.

	Lead	Name	Organizati...	Reference Docum...	Reference Na...	Last Communication	Last Communication D...
1	Lead-19-1...	Favour	Downtown ...	Opportunity	OPP-19-06019	Reply: Re: Reply: ERPNext E...	18/03/2020 14:24:19
2	Lead-19-1...	Avpn		Opportunity	OPP-19-06014	Hello, I don't see Manufacture r	18/03/2020 10:44:51
3	Lead-19-1...	Dustin Krieg...	RedPill Livin...	Opportunity	OPP-19-06013	We have received your messag	18/03/2020 14:28:37
4	Lead-19-1...	Asif	I tech lubric...	Opportunity	OPP-19-06001	Sir last question does this mobi	17/03/2020 16:15:05
5	Lead-19-1...	Universalco...		Opportunity	OPP-19-05999	Hi, Kenneth	17/03/2020 14:50:29
6	Lead-19-1...	Jillian		Issue	ISS-2019-110...	No. We did not use a biometric	18/03/2020 13:50:03
7	Lead-19-1...	Khizer Shujra		Opportunity	OPP-19-05990	Hi Faraz,	17/03/2020 15:49:22
8	Lead-19-1...	Vertigosolut...		Opportunity	OPP-19-05983	How it will install	17/03/2020 16:42:35
9	Lead-19-1...	Techykeeday		Opportunity	OPP-19-05972	Hi,	16/03/2020 23:38:54
10	Lead-19-1...	Saif		Opportunity	OPP-19-05971	Hello,	16/03/2020 22:46:25
11	Lead-19-1...	Antondelah		Opportunity	OPP-19-05956	Hello	16/03/2020 19:23:40

4. Minutes to First Response for Opportunity

In this internet era, we all expect a quicker response time to any of our queries. This report gives you the details about time taken by sales executives for response to an opportunity. Lesser the average time for first response the better.

You can input the date range for which you would like to analyse the minutes to first response. The line graph is shown on the top and date wise details at the bottom.

5. Inactive Customers

This report shows the list of customers who have not purchased since specific number of days. You can mention the number of days in 'Days Since Last Order' filter. Also you can mention if Sales Order or Sales Invoice is to be considered in DocType filter.

Inactive Customers

Actions ↕ ↺ ⋮

30	Sales Order		⌵						
	Customer	Customer N...	Territory	Customer Gr...	Number of ...	Total Order ...	Total Order Consid...	Last Order Amount	Last Order Date
1	Acme Industri...	Acme Industri...	All Territories	Corporate	5	₹ 14,34,980.00	₹ 14,34,980.00	₹ 6,60,000.00	12-07-2024
2	Amata Lavell	Amata Lavell	All Territories	Individual	1	₹ 3,30,000.00	₹ 3,30,000.00	₹ 3,30,000.00	19-06-2023
3	Amit Kumar	Amit Kumar	All Territories	Non Profit	1	₹ 6,60,000.00	₹ 6,60,000.00	₹ 6,60,000.00	30-09-2023
4	Apex Innovati...	Apex Innovati...	All Territories	Individual	1	₹ 10,35,983.00	₹ 10,35,983.00	₹ 10,35,983.00	01-02-2023
5	Bright Ideas L...	Bright Ideas L...	All Territories	Corporate	1	₹ 8,09,973.00	₹ 8,09,973.00	₹ 8,09,973.00	15-06-2023
6	Caren Algate	Caren Algate	All Territories	Commercial	4	₹ 14,09,980.00	₹ 14,09,980.00	₹ 99,990.00	26-07-2024
7	Clara Menezes	Clara Menezes	All Territories	Individual	2	₹ 8,44,988.02	₹ 8,44,988.02	₹ 5,49,998.56	25-10-2023
8	Cyndia O'Ske...	Cyndia O'Ske...	All Territories	Non Profit	1	₹ 8,69,995.00	₹ 8,69,995.00	₹ 8,69,995.00	12-09-2023
9	EcoTech Solut...	EcoTech Solut...	All Territories	Corporate	1	₹ 1,59,920.00	₹ 1,59,920.00	₹ 1,59,920.00	22-08-2023
10	Elite Systems	Elite Systems	All Territories	Corporate	1	₹ 5,78,997.00	₹ 5,78,997.00	₹ 5,78,997.00	22-08-2023
11	FirstClass Corp.	FirstClass Corp.	All Territories	Government	1	₹ 4,64,988.00	₹ 4,64,988.00	₹ 4,64,988.00	30-06-2023
12	FutureTech La...	FutureTech La...	All Territories	Corporate	1	₹ 10,04,970.00	₹ 10,04,970.00	₹ 10,04,970.00	22-08-2023
13	Global Innovat...	Global Innovat...	All Territories	Individual	1	₹ 7,13,988.00	₹ 7,13,988.00	₹ 7,13,988.00	12-09-2023
14	Infinite Innova...	Infinite Innova...	All Territories	Commercial	13	₹ 65,73,817.00	₹ 65,73,817.00	₹ 2,04,992.00	19-10-2023
15	InnovaCorp	InnovaCorp	All Territories	Individual	17	₹ 96,51,710.00	₹ 96,51,710.00	₹ 6,02,982.00	09-11-2023
16	Ketaki Mehta	Ketaki Mehta	All Territories	Individual	2	₹ 11,48,960.35	₹ 11,48,960.35	₹ 5,84,002.15	06-06-2023
17	NexGen Ventu...	NexGen Ventu...	All Territories	Corporate	1	₹ 4,64,988.00	₹ 4,64,988.00	₹ 4,64,988.00	19-10-2023

7. Lost Opportunity

This report provides Lost Opportunity details like opportunity from, party, customer name, lost reasons, sales stage, territory, and other details.

Lost Opportunity

Create Card Set Chart ↺ ⋮

Unico Plastics Inc.

05-09-2020

05-09-2022

Lost Reason

Territory

Opportunity From

Party

Next Contact By

	Opportunity	Opportunity Fr...	Party	Customer/Lead N...	Opportunity Ty...	Lost Reasons	Sales Stage	Territory
1	CRM-OPP-2021-00001	Lead	CRM-LEAD-2021-00...	Innovative Chemical...	Sales	Product - Requirement Gap	Prospecting	All Territories
2	CRM-OPP-2021-00002	Lead	CRM-LEAD-2021-00...	Massive Dynamic Inc.	Sales	Pricing	Prospecting	All Territories
3	CRM-OPP-2021-00003	Lead	CRM-LEAD-2021-00...	Globex Corporation	Sales	Lost to Competition	Prospecting	All Territories
4	CRM-OPP-2021-00004	Lead	CRM-LEAD-2021-00...	Soylent Corp	Sales	Pricing	Prospecting	All Territories
5	CRM-OPP-2021-00005	Lead	CRM-LEAD-2021-00...	Initech Inc.	Sales	Lost to Competition	Prospecting	All Territories

For comparison, use >5, <10 or =324. For ranges, use 5:10 (for values between 5 & 10).

Execution Time: 0.002796 sec

8. Campaign Efficiency

This report evaluates the effectiveness of your marketing campaigns by analyzing various performance metrics. This report helps you understand how well your campaigns are performing, the return on investment (ROI), and areas where improvements can be made.

Campaign Efficiency

Actions ↻ ⋮

01-01-2023		31-08-2024							
	Campaign Name ▾	Lead Count	Opp Count	Quot Count	Order Count	Order Value	Opp/Lead %	Quot/Lead %	Order/Quot %
1	Website	6	5	40	15	1,06,21,699.000	83.333	666.667	37.500
2	Referral	5	3	11	0	0.000	60.000	220.000	0.000
3	Trade Show	5	1	207	13	80,29,782.000	20.000	4,140.000	6.280
4	Cold Call	5	3	7	1	8,09,973.000	60.000	140.000	14.286
5	Social Media	4	2	7	1	4,64,988.000	50.000	175.000	14.286

For comparison, use >5, <10 or =324. For ranges, use 5:10 (for values between 5 & 10).

Execution Time: 0.014054 sec

CRM Settings

Introduced in Version 14.

CRM Settings allow you to configure your leads, opportunities, quotations and communication as per the business rules..

To access CRM Settings, go to:

Home > CRM > Settings > CRM Settings

Lead

☰ CRM Settings

Not Saved

...

Save

Assigned To

+

Attachments

+

Reviews

+

Share

+

Lead

Campaign Naming By

Campaign Name

⌵

☐ Auto Creation of Contact

☐ Allow Lead Duplication based on Emails

1. Campaign Naming By

It ensures consistency in the naming convention used by the organisation by automatically generating names for new campaigns based on predefined rules or patterns. It helps users create and maintain unique campaigns and track their effectiveness.

2. Allow Lead Duplication based on Emails

If this is enabled, the system will allow users to create multiple leads with the same email address at the same time.

3. Auto Creation of Contact

The system will automatically create a new Contact on creation of a Lead.

Opportunity

Opportunity

Close Replied Opportunity After Days

15

Auto close Opportunity Replied after the no. of days mentioned above

1. Close Replied Opportunity After Days

If there are many Opportunities having a status other than Open, then they will be auto-closed after the no. of days mentioned in this field if there is no action.

Quotation

Quotation

Default Quotation Validity Days

90

1. Default Quotation Validity Days

You can configure quotations to the customer to be valid only for certain days. In the Quotation, you can update Valid Till Date manually. By default, the Valid Till date is auto-set as 30 days from the Quotation's Posting Date. You can change the no. of days in this field as per your business case.

Other Settings

Other Settings

☒ Carry Forward Communication and Comments

All the Comments and Emails will be copied from one document to another newly created document(Lead → Opportunity → Quotation) throughout the CRM documents.

1. Carry Forward Communication and Comments

If this is enabled, When converting a Lead into Opportunity and Opportunity to Quotation, the system will auto copy the emails and comments from the source document.

Social Media Settings

Social media settings in DellSuite play a crucial role in modern business management.

These settings enable businesses to integrate their ERP system with various social media platforms, such as Twitter, LinkedIn. By connecting DellSuite with social media, businesses can streamline their marketing efforts, enhance customer engagement, and gather valuable insights into consumer behavior.

LinkedIn Settings

Note: This integration is deprecated and will be removed in v15.

LinkedIn related settings like OAuth can be configured here. DellSuite needs access to the API through which the post is shared and achieved using OAuth 2.0 Authentication Protocol.

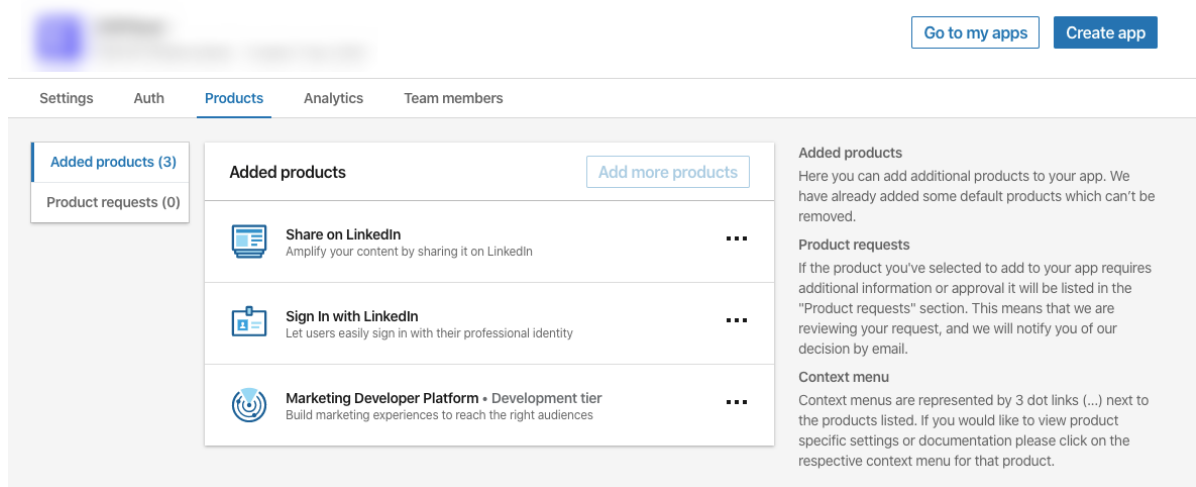
1. How to set up LinkedIn Developer App

You must have LinkedIn Developer App for your company. DellSuite interacts with this App for sharing the post.

1.1 Create LinkedIn Developer App

Create App by link <https://www.linkedin.com/developers> fill all the details and verify it. And that App has the following products.

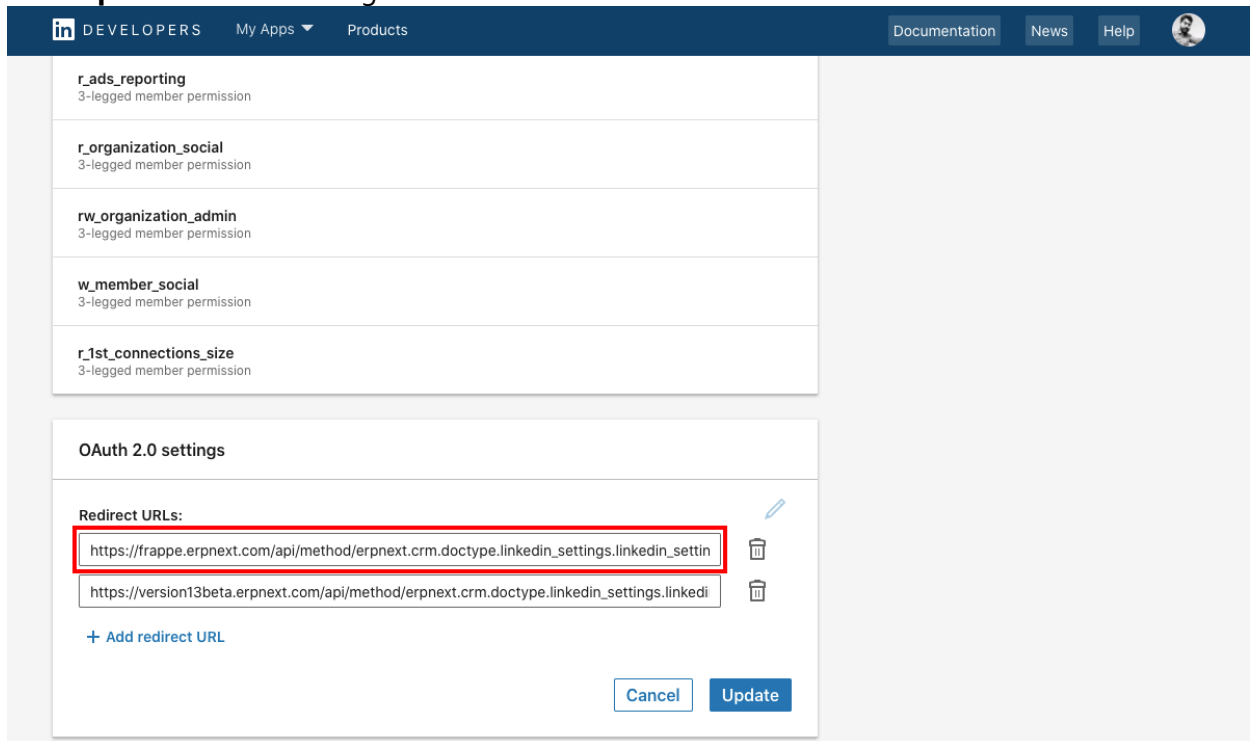
1. Share on LinkedIn
2. Sign In with LinkedIn
3. Marketing Developer Platform



1.2 Configure Redirect URLs:

1. Goto your LinkedIn Developers App then **Auth** tab.
2. In **OAuth 2.0 settings** section add **Redirect URLs**: `https://{yoursite}/api/method/DellSuite.crm.doctype.linkedin_settings.linkedin_settings.callback`

3. Click **Update** to make changes.

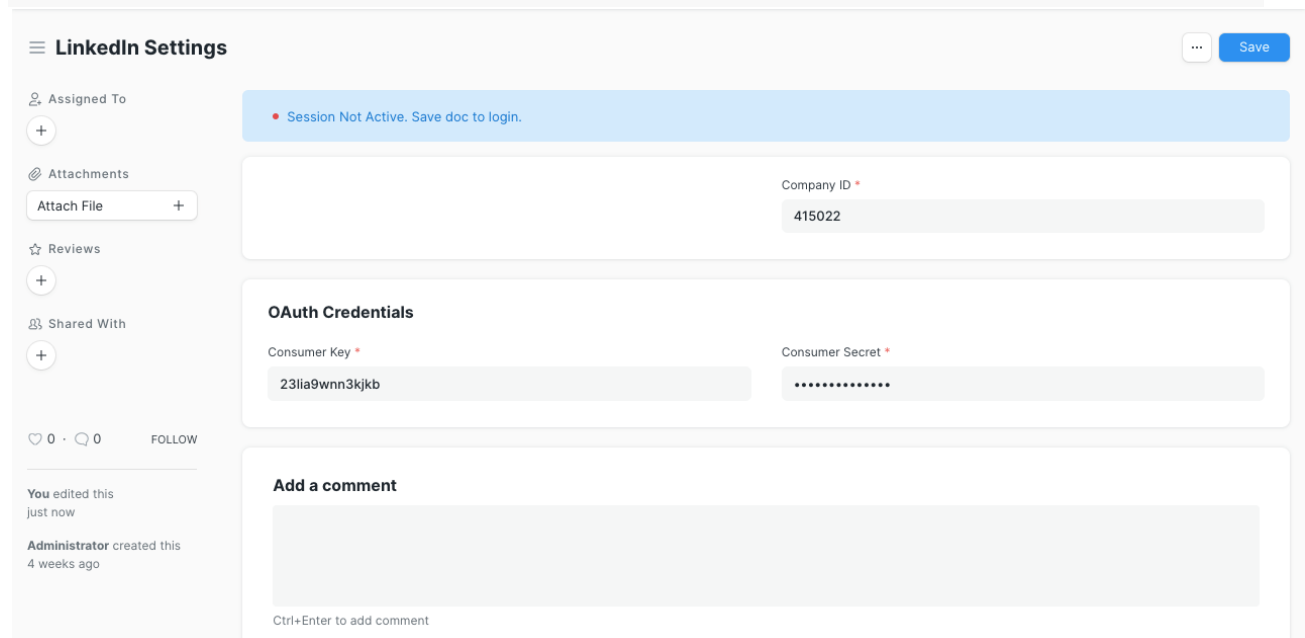


The screenshot shows the LinkedIn Developer 'OAuth 2.0 settings' page. At the top, there's a navigation bar with 'DEVELOPERS', 'My Apps', and 'Products'. Below this, a list of permissions is shown: 'r_ads_reporting', 'r_organization_social', 'rw_organization_admin', 'w_member_social', and 'r_1st_connections_size', each labeled as a '3-legged member permission'. The main section is titled 'OAuth 2.0 settings'. Under 'Redirect URLs:', two URLs are listed: 'https://frappe.erpnext.com/api/method/erpnext.crm.doctype.linkedin_settings.linkedin_settin' and 'https://version13beta.erpnext.com/api/method/erpnext.crm.doctype.linkedin_settings.linkedi'. The first URL is highlighted with a red rectangle. To the right of each URL is a trash icon. Below the list is a '+ Add redirect URL' link. At the bottom right are 'Cancel' and 'Update' buttons.

2. How to set up LinkedIn Settings

To access LinkedIn Settings, go to:

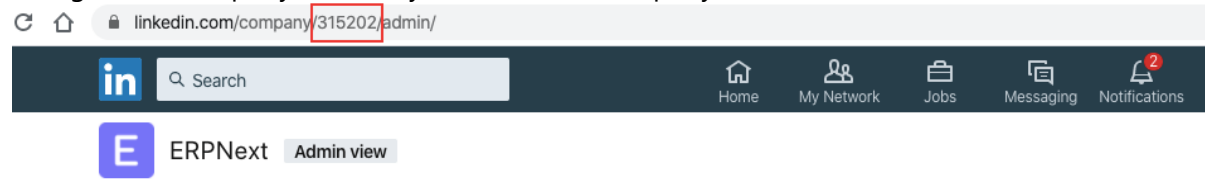
Home > CRM > Settings > LinkedIn Settings



The screenshot shows the 'LinkedIn Settings' page. On the left, there's a sidebar with sections: 'Assigned To' (with a '+'), 'Attachments' (with an 'Attach File' button and a '+'), 'Reviews' (with a '+'), and 'Shared With' (with a '+'). Below these are social interaction icons (heart, comment, share) and a 'FOLLOW' button. The main content area has a 'Save' button at the top right. A blue banner at the top of the main area says 'Session Not Active. Save doc to login.' Below this, there's a 'Company ID' field with the value '415022'. Under the heading 'OAuth Credentials', there are two fields: 'Consumer Key' with the value '23lia9wnn3kjjkb' and 'Consumer Secret' with a masked value '.....'. At the bottom, there's a section titled 'Add a comment' with a large text area and a 'Ctrl+Enter to add comment' prompt.

Company ID

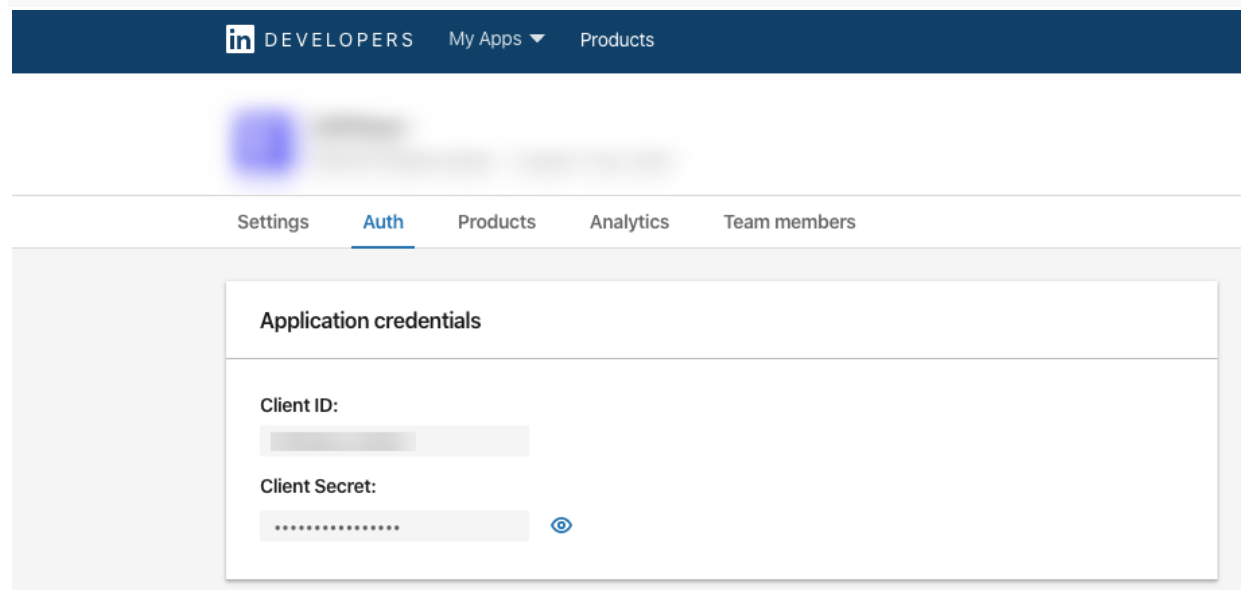
You get the Company ID from your LinkedIn Company URL.



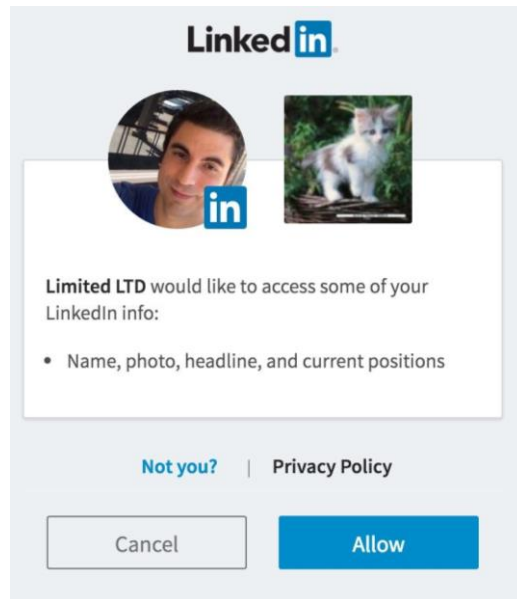
Consumer Key and Consumer Secret

You get **Consumer Key** and **Consumer Secret** from your LinkedIn Developer account go to:

<https://www.linkedin.com/developers/> > My Apps > {Your App} > Auth



Once you save the doc by filling **Company ID**, **Consumer Key**, and **Consumer Secret** it will redirect to LinkedIn's sign-in page by providing valid LinkedIn credentials and clicking Allow, the member approves your application's request to access their member data and interact with LinkedIn on their behalf.



Twitter Settings

Note: This integration doesn't work anymore due to Twitter's API changes. This has been removed from DellSuite starting from v15.

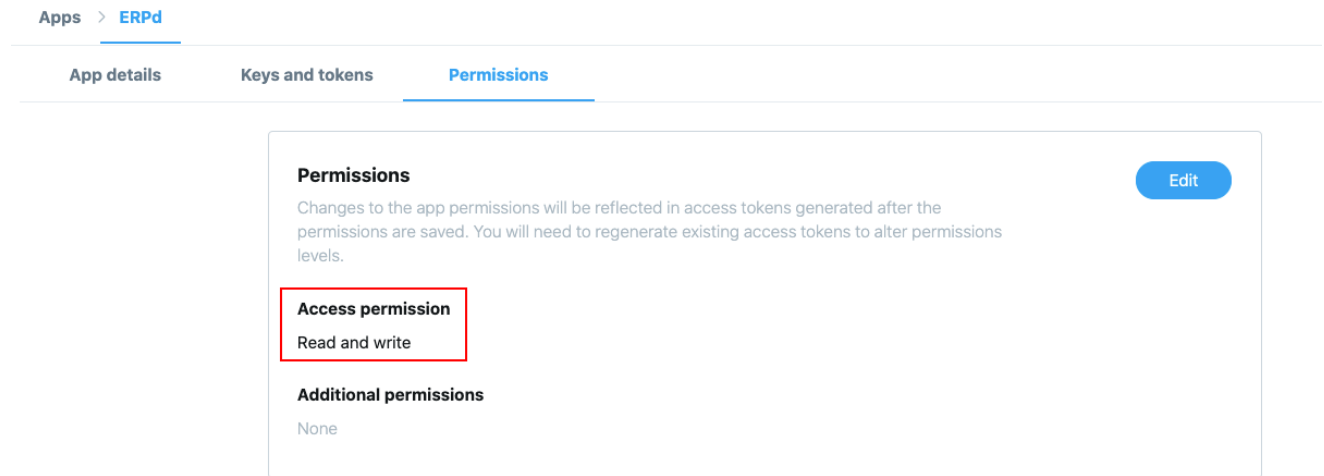
Twitter related settings like OAuth can be configured here. DellSuite needs access to the API through which the post is shared and achieved using OAuth 2.0 Authentication Protocol.

1. How to set up Twitter App

You must have Twitter App for your company. DellSuite interacts with this App for sharing Tweet.

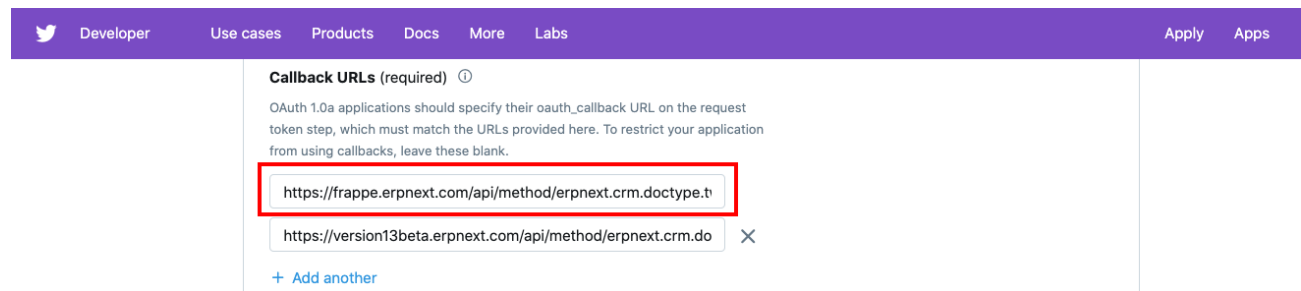
1.1 Create Twitter Developer App

Create App by link <https://developer.twitter.com/> and check that the App has **Read and write** Access permission.



1.2. Configure Callback URL

1. Select your App and go to **App Details**.
2. Then go to **Edit** and click **Edit Details**.
3. Add your website URL in **Callback URLs**
URLs like: https://{yoursite}/api/method/DellSuite.crm.doctype.twitter_settings.twitter_settings.callback
4. Click **Save** to make changes.



2. How to set up Twitter Settings

To access Twitter Settings, go to:

Home > CRM > Settings > Twitter Settings

Twitter Settings

...

Save

TS

Assigned To

+

Attachments

Attach File

+

Reviews

+

Shared With

+

0

0

FOLLOW

New Email

Session Not Active. Save doc to login.

OAuth Credentials

API Key *

G674ghikghdmngzxop

API Secret Key *

.....

Add a comment

Ctrl+Enter to add comment

Comment

2.1 API Key and API Key Secret

You get **API Key** and **API Key Secret** from your Twitter Developer account go to:

<https://developer.twitter.com/> > My Apps > {Your App} > Keys and tokens

#welcome We have sunset apps.twitter.com. You can manage any of your existing apps in all of the same ways through this site.

Apps > ERPd

App details

Keys and tokens

Permissions

Keys and tokens

Keys, secret keys and access tokens management.

Consumer API keys

Regenerate

API key:

API secret key:

Access token & access token secret

Revoke

Regenerate

We only show your access token and secret when you first generate it in order to make your account more secure. You can revoke or regenerate them at any time, which will invalidate your existing tokens.

Once you save the doc by filling **API Key** and **API Key Secret** it will redirect to Twitter's sign-in page by providing valid Twitter credentials and clicking **Authorize app**, the member approves


your application's request to access their member data and interact with Twitter.



Authorize ERPd to access your account?

Authorize app

Cancel


ERPd
Twitter Integration Test App

This application will be able to:

- See Tweets from your timeline (including protected Tweets) as well as your Lists and collections.
- See your Twitter profile information and account settings.
- See accounts you follow, mute, and block.
- Follow and unfollow accounts for you.
- Update your profile and account settings.
- Post and delete Tweets for you, and engage with Tweets posted by others (Like, un-Like, or reply to a Tweet, Retweet, etc.) for you.
- Create, manage, and delete Lists and collections for you.
- Mute, block, and report accounts for you.

Learn more about third-party app permissions in the [Help Center](#).

CRM Analytics

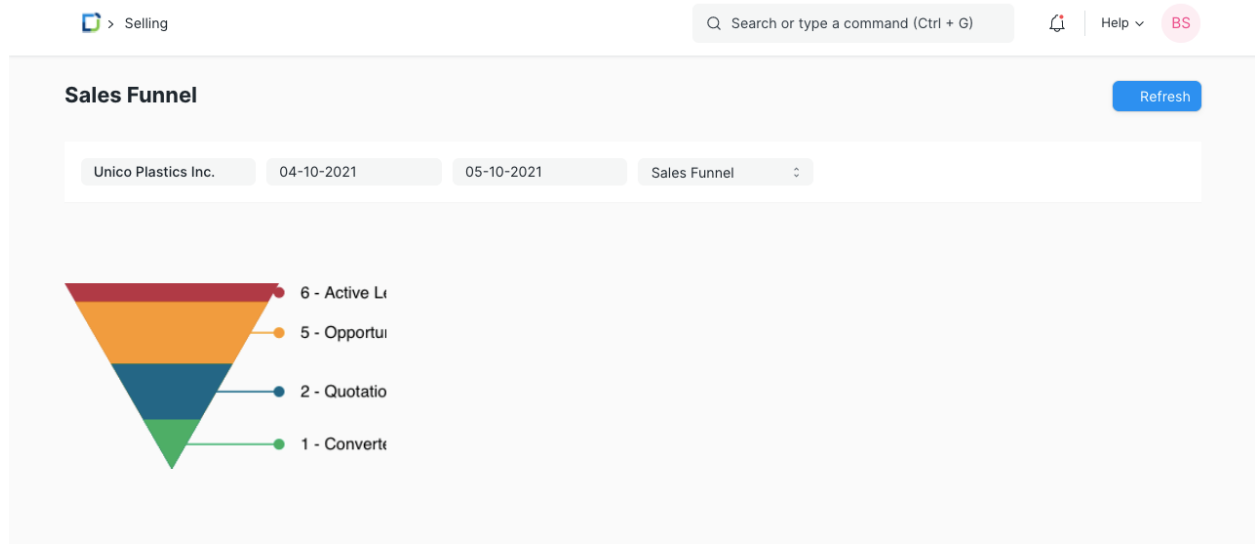
For example, if you notice that very few communications with the prospects have taken place in a month which may have led to decrease in the sales. You can make sure that the sales executives reach out and followup on the leads and opportunities on regular basis.

1. Sales Funnel

By using the sales funnel report, you can quantify the number of prospects at each stage of the process and you can get an idea of your potential customers.

More than this, by looking at the way these numbers change over time, you can identify problems in the sales pipeline and take any corrective action at an early stage.

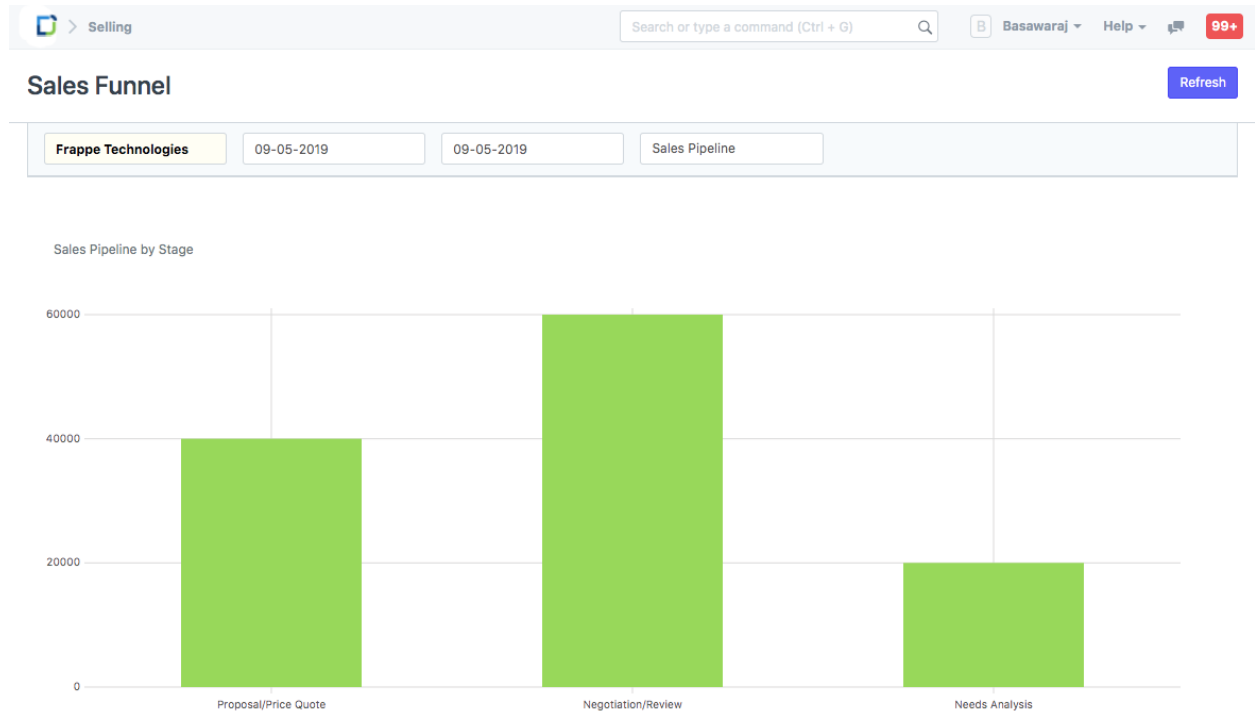
Select the Company, select the From Date, To Date and select Sales Funnel in Chart.



2. Sales Pipeline

An opportunity will pass through many sales stages before it yields any business. Using this report you can visualise the total amount of business the opportunities have and compare them across the stages.

Select the Company, select the From Date, To Date and select Sales Pipeline in Chart.



3. Opportunities by Lead Source

This report helps you visualise the business potential of opportunities based on the Lead Sources.

Select the Company, select the From Date, To Date and select 'Opportunities by Lead Source' in Chart.

