

E-CENTRAL SALES AUTOMATION

**Make your business flow easier and more effective
with automated processes!**

E-CENTRAL HUNGARY

Since 2006

owners

József Kerekes
management, development

Ágnes Virág Kiss, Dr.
support, consulting

Our aim:

Make our partners' business flow more effective in the areas of

- internet appearance, e-commerce
- client management – Sales Automation, CRM
- corporate processes – BPM

E-CENTRAL'S MISSION

Distribute conscious, prompt, process based business management

„The basis of effectiveness is activity. It's a wrong leadership behavior to expect higher effectiveness without making changes in the activity!”

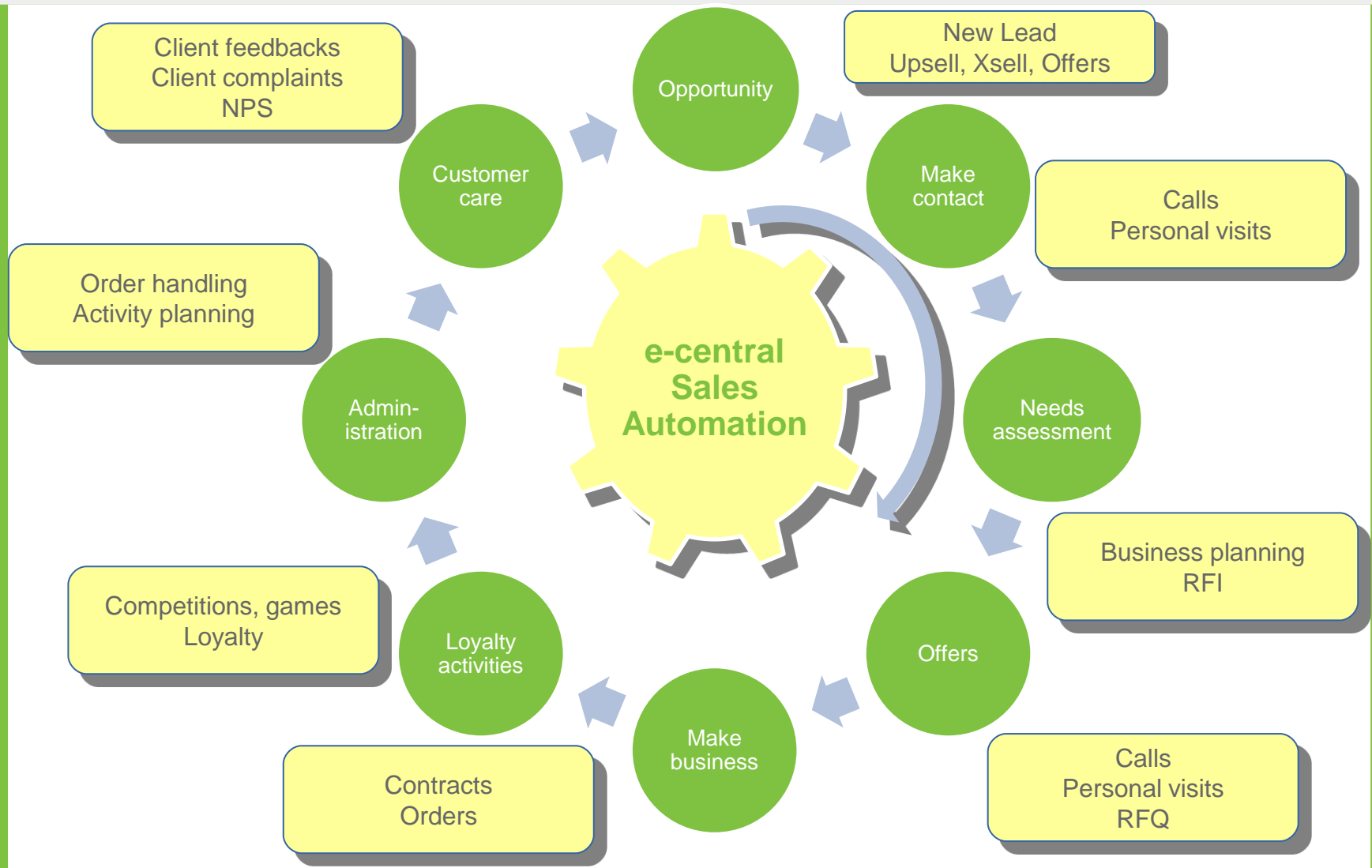
- ✓ Follow up **client activities and results** end-to-end
- ✓ Report **business activities and performances** transparently
- ✓ Link **communication between the centralized and decentralized departments** of the organization (sales, marketing, customer care, administration)

- ✓ Use face to face **personal consultations and interviews**
- ✓ Implement **state-of-the-art technology** for small and medium-sized enterprises
- ✓ Ensure **unlimited user** number due to the cloud based technology → **no license** → budget is calculated easier



SALES PROCESS

Provide effective support in all stages of the sales process and generate added value for the business



E-CENTRAL ATTRIBUTES, ADVANTAGES, BENEFITS

Why should you choose our solutions?

ATTRIBUTES	ADVANTAGES	BENEFITS
After implementation your company owns the system as an alternative to licensed systems	Due to the cloud technology there is option either for in-house maintenance or outsourced maintenance	NO LICENSE costs
Cloud technology	Prompt communication, the system is responsive therefore it works on desktop, phone, tablet	All companies has internet → no more infrastructural investment is needed
Open-sourced development framework	Extensive, popular system development option	Continuous cost-free upgrading for security and content Most developer companies have the necessary knowledge
User friendly content management	Content can be created easily by users	In-house developer competency is not necessary
Framework has 60% share within the market of content management systems Source: here	Various requests can be implemented	Unlimited plug-ins even for free

E-CENTRAL IMPLEMENTATION OPTIONS

How much does it cost me?

PACKAGE	MAIN FUNCTION	FEE
BASIC CRM	<ol style="list-style-type: none">1. Customized, full range business management2. Client and service management3. Task, work and holiday planner, agenda management4. Client appointment booking system5. Daily activity report6. „Funnel” KPI report7. Detailed report	<ul style="list-style-type: none">• 149.000 HUF SINGLE fee• Unlimited users• 4 hours personal training

E-CENTRAL IMPLEMENTATION OPTIONS

How much does it cost me?

PACKAGE	MAIN FUNCTION	FEE
MEDIUM CRM	<ol style="list-style-type: none">1. Customized, full range business management2. Client and service management3. Task, work and holiday planner, agenda management4. Client appointment booking system5. Daily activity report6. „Funnel” KPI report7. Detailed report8. Target management9. E-mail integration10. Automatic e-mail reports11. Invoicing integration12. Logistic integration	<ul style="list-style-type: none">• 379.000 HUF SINGLE fee• Unlimited users• 8 hours personal training

E-CENTRAL IMPLEMENTATION OPTIONS

How much does it cost me?

PACKAGE	MAIN FUNCTION	FEE
PROFESSIONAL CRM	<ol style="list-style-type: none">1. Customized, full range business management2. Client and service management3. Task, work and holiday planner, agenda management4. Client appointment booking system5. Daily activity report6. „Funnel” KPI report7. Detailed report8. Target management9. E-mail integration10. Automatic e-mail reports11. Invoicing integration12. Logistical integration13. Order management14. Newsletters15. B2B partner portal16. Customer satisfaction measurement17. Client loyalty program	<ul style="list-style-type: none">• 599.000 HUF SINGLE fee• Unlimited users• 16 hours personal training

E-CENTRAL E-COMMERCE

How much does it cost me?

PACKAGE	MAIN FUNCTION	FEE
E-commerce	<ol style="list-style-type: none">1. Responsive layout – optimized for desktop, smart phone, tablet2. User management3. Product information4. Visitor stats5. Search optimization6. Newsletter7. Basic information – <i>contacts, offers, client appointment booking</i>8. Product management – <i>basics, price, discounts, stocks etc.</i>9. Order management10. Coupons11. Delivery & Payment	<ul style="list-style-type: none">• 169.000 HUF

**There is also option to HANDLE UNIQUE REQUESTS.
The final implementation fee depends on the complexity of customized system.**

E-CENTRAL SALES AUTOMATION

Technical solution and the touchpoints, functions

Cloud server



Intranet - Internal communication

- administration
- approval processes
- support, e-learning
- incentive systems



Homepage, Webshop - Retail

- communication
- segment management
- sales
- loyalty programs



B2B client portal for B2B partners

- contract management
- partner communication
- target management

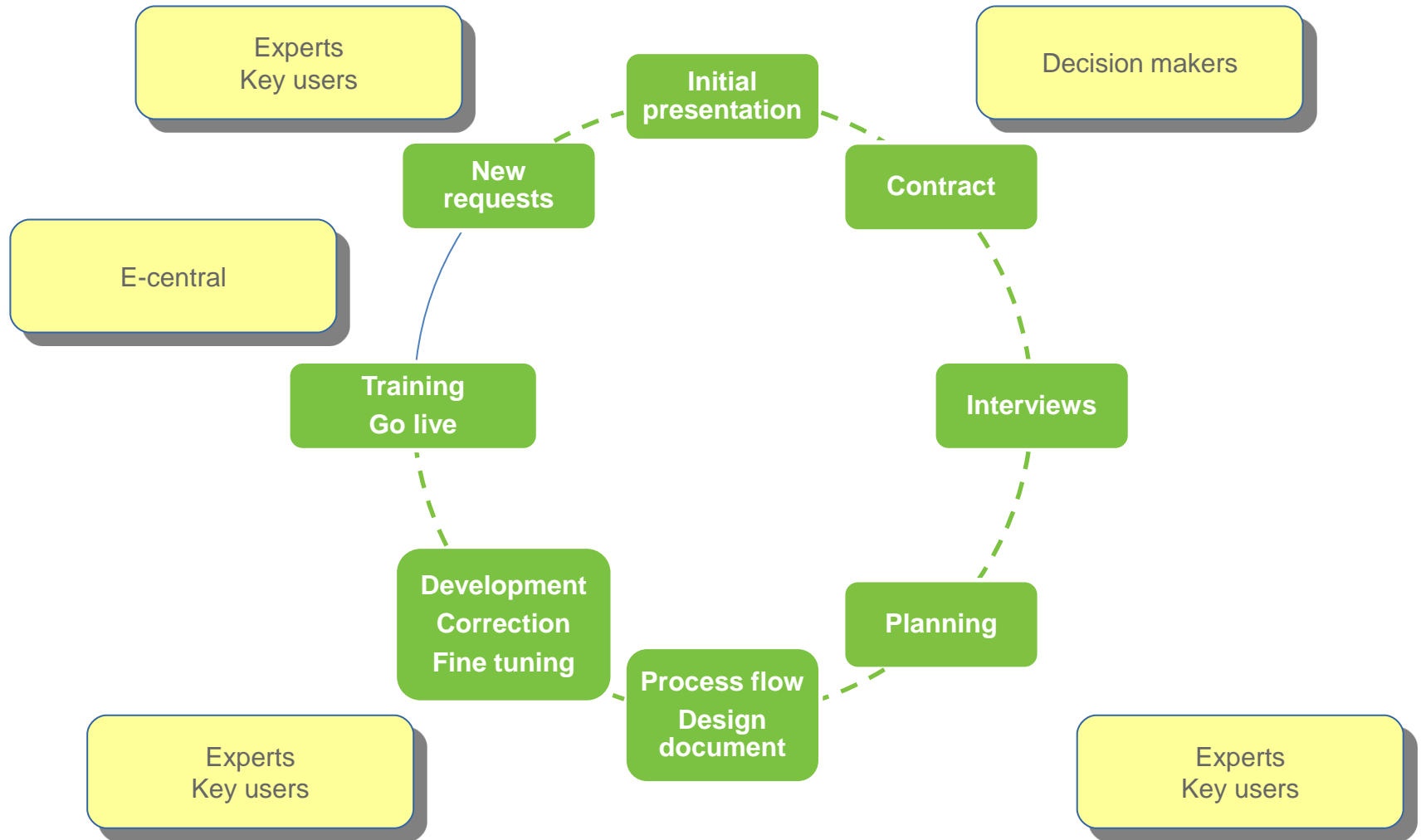


Mobile tools for sales reps

- activity management
- client management
- prompt KPI follow-up
- client loyalty programs

E-CENTRAL SYSTEM IMPLEMENTATION FLOW

How are we working?



E-CENTRAL CONTACTS



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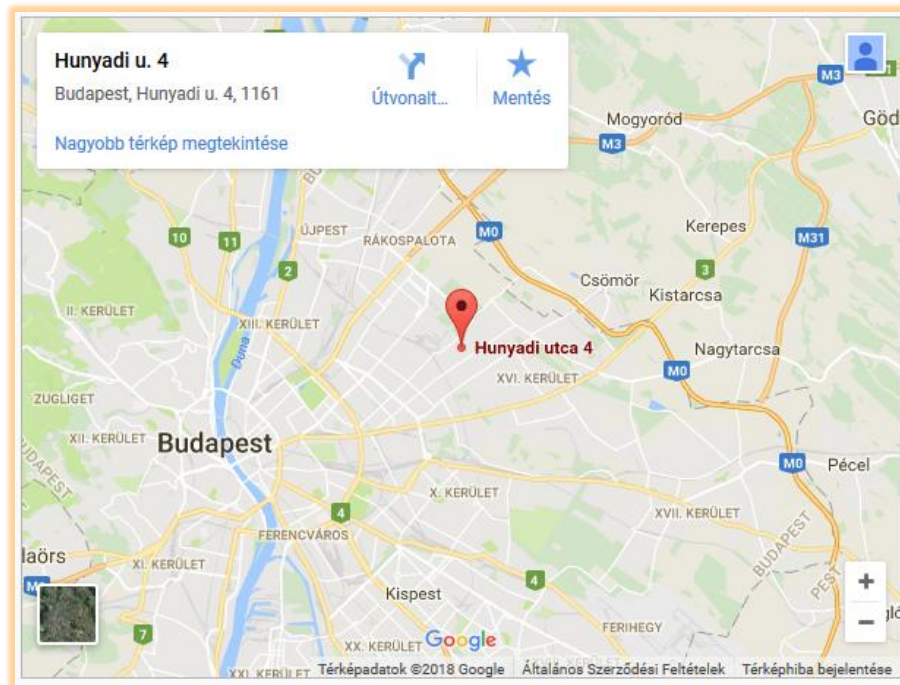
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