

BESTIND

# Lead management SAAS Portal





## About BESTIND

We, **BESTIND TECH PRIVATE LIMITED** from 2008 are a leading firm affianced in offering ERP and Management Software. Our provided range consists of Customer Relationship Management Service, HR Payroll Software Solutions, and ERP Software for all businesses. The software provided by us is user-friendly and helps in generating simple interfaces for the better understanding of the needs of various industries. In addition to this, offered software is applauded in the market owing to their client-focused approach, easy installation, low complexity, excellent module division, and perfect execution and with extraordinary Service and Support. We are on a mission to exceed your expectations and form a long term, mutually beneficial relationship with you.

# What is Lead Management?

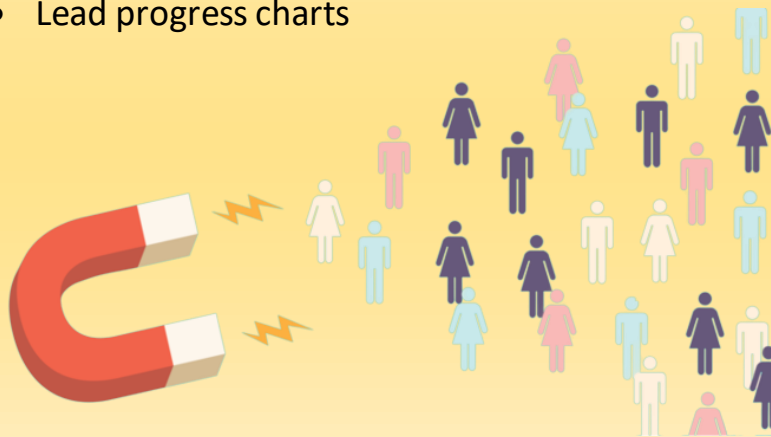
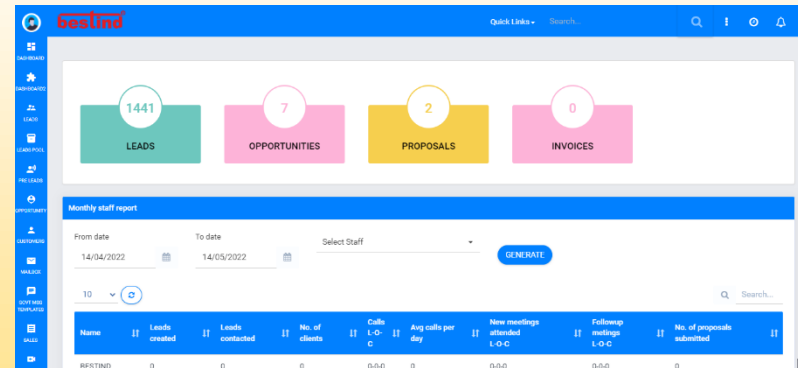
**BESTIND LMS gathers the leads from all your sources saved in the software. It is an essential program for the businesses to manage the leads coming from different websites or walk ins. Later those leads can be processed by calling or sending emails or messages. It also gives you the complete reports of status wise leads, source wise leads etc. The software is useful for Big Business Houses, Universities, Colleges and other businesses. Lead management is a systematic process in which incoming leads are qualified, analysed, and nurtured so that they can be converted into new business opportunities. In a typical sales process, leads from multiple channels enter your lead management system, and the sales-ready leads are converted into deals. You need to have a lead management platform in place if you want to make the most of prospects who are interested in your product or service.**



# FEATURES

## 1. Dashboard

- Business wise status
- Category wise status
- Admin wise status
- Today's calls / reminders/ tasks on dashboard
- Lead progress charts



## 2. Leads

- Profile
- Print
- Activity log
- Reminders
- Call notes

## 3. Enrollment management

- Profile
- Print
- Activity log
- Reminders
- Call notes



## 4. Staff

- Profile details
- Staff rights management.
- 3 Level Team Management

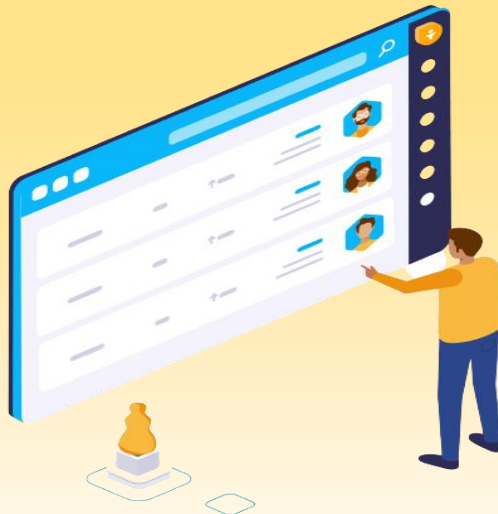
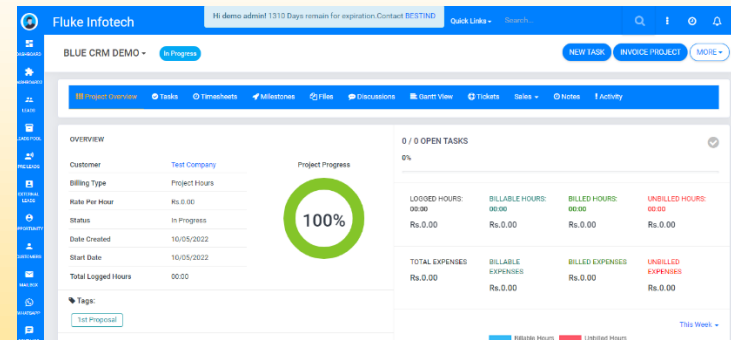


## 5. Multiple clients management

- Client login for SAAS based lead management system where super admin can work with multiple clients at single software
- Client wise SMS service

## 6. Reports

- Client wise Detailed work reports
- Client and category wise detailed dashboard report
- Status and category wise leads progress chart



## 7. Web to Lead Management

- Multiple webs to lead form generation
- Auto lead assignment based on business and category.
- Round Robin algorithm implementation for auto lead assignment

## Special Features


- **Single click staff progress report.**
- **Back to previous status restriction to avoid issues.**
- **Full activity log of each lead to keep eye on staff working.**
- **Each status change tracking.**
- **Junk / fake lead auto detection.**
- **Detection of Single lead creation by staff multiple times to show their work to employer.**
- **Social media linking for from submission.**
- **“No lead activity since” report**
- **Round Robin algorithm implementation for auto lead assignment.**
- **Client wise and client’s each business wise lead status assignment.**
- **SMS / Email Integration.**
- **Dynamic Business categories**
- **Category wise lead statuses**





# Contact Us

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