



my

SalesDomain

Sales Process Automation



- Comprehensive and Effective Sales Activity Monitoring.
- Secure and Efficient Sales/Product Data Management.
- Profitability through Team Member Empowerment.
- Building Lasting Relationships with Customers.
- Increased Sales through Timely Support.
- Insightful Presentation of Business Intelligence.



What is mySalesDomain ?

mySalesDomain is a Sales Process Automation and Quotation Management Software suite offering the benefits of enhanced operational efficiencies with increased revenues and reduced costs to sales organizations of all shapes and sizes.

mySalesDomain gives you all the functionality to create your own powerful product configurator, price management and Quotation approval work-flow. This, in turn, enables your sales staff and channels to provide quotations to your customers quickly and accurately. Your products may be complex, but configuring and quoting them does not have to be. It helps you think, act and work as a single organization across geographies.

mySalesDomain suite includes a multi-user Software as a Service (SaaS) model, a LAN / WAN / Hosted Enterprise model and a single-user desktop model. It offers a rich set of configurable features to a wide cross - section of sales organizations.

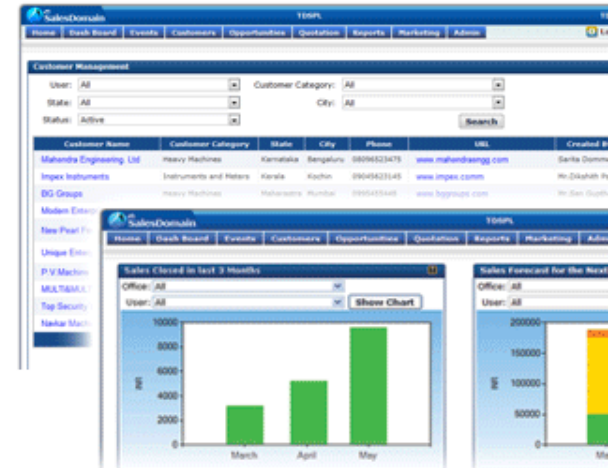
Key Features of mySalesDomain include:

- ▣ Data (products, leads etc.) upload feature to save manual entry overhead.
- ▣ Dashboard showing Individual or organization unit performance on key metrics.
- ▣ Ability to dynamically balance the opportunities across the sales team members.
- ▣ Events diary and date-forwarding notes.
- ▣ Versatile product configurator simplifying and expediting quotation and proposal generation.
- ▣ Roles and privilege-based data access.

Why mySalesDomain ?

- ❑ Are your sales reps and channel partners overly dependent on you for quotations?
- ❑ When your sales rep/channel partner leaves, does the data go with them?
- ❑ Do you lose deals because of quoting delays or the slow communication of pricing issues?
- ❑ Does your sales organization spend a lot of time, money and effort to do a sales forecast?
- ❑ Are you not able to monitor every quote or opportunity? Do you lack control and information (like tracking notes, contact information, details of quotations submitted so far etc.) on intervening in a sales process to push it closer to a sale?
- ❑ Does your current system of manual review and approval of sales proposals, pricing discounts, and other quote related activities managed through email, spreadsheets and paper forms, lead to errors in quotes and delays in response? Does it lead to a bad customer experience?
- ❑ Is your sales team spending more time in administration than with the customer?
- ❑ Do you lack a complete picture of your sales pipeline?

If your answer is " Yes " to any of the above,
mySalesDomain can help.



The screenshot shows the 'Opportunity Management' interface. It includes search filters for User, Quotation Status, Customer Category, Product, and From Date. Below the filters is a table with columns: Opp ID, Customer Name, Contact Name, Phone, Total Amount, Product, Due Date, User Name, and Status. The table lists opportunities like 'Opp 100a 10', 'Opp 100a 11', and 'Opp 100a 12'.

The screenshot shows the 'Opportunity Management' interface. It includes search filters for User, Customer Category, From Date, and To Date. Below the filters is a table with columns: OppID, Customer Name, Contact Name, Product Category, and Value. The table lists opportunities like '20 Fenner V-Belts' and '17 Andhra steel metal co'.

The screenshot shows the 'Sales Closed Report' interface. It includes search filters for From Date, To Date, Organizational Group, Organizational Unit, User, and Customer Category. Below the filters is a table with columns: Quo ID, Customer, Customer Category, Value, Closed Date, and Off. The table lists sales like '1 Mahendra Engineering Ltd', '11 Unique Enterprises', and '12 Unique Enterprises'.

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