

## TRANSPORTER SUITE



# Salesmove

### Boost your sales

Keeping your data is not enough. Turn your records into powerful reports. Find the right customers to your services, destinations, origins and special cargo transportation. Empower your sales team with a 360° wide view of all your customers, leads and opportunities.

### Automate sales cycle

Zero lost opportunities. Maximize your leads into revenue, with simple and automated business workflow, automated and customized to your customers and markets specific needs and cultures. Reduce costs and operational risks, like missing calls or forgotten opportunities.

### New customers with direct Marketing

As Customaze® business partners, integrated email marketing solution enables you to customize your own newsletters direct and dedicated to new customers.

Prepare rich media emails or simple text to your selected Customers, Shippers, Freight Forwarders, Consignees and other contacts. Integrate your customers in your business with:

- News;
- Marketing Campaigns;
- Quotations;
- New Service and Schedules;

### Vertical Transportation Industry Solution

Engineered by Transportation and Logistics Information Systems specialists, with more than 10 years of active research within more than 20 different transportation companies, from Shipping Agencies, Freight Forwarders to Shipping Lines, Road and Rail Transport Companies.

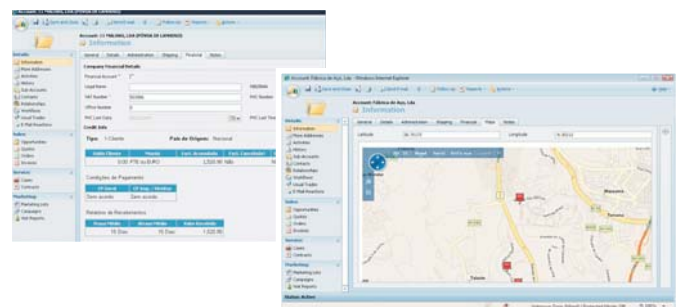
Salesmove is a Software Solution ready to empower your Transportation Business, increase your sales by enabling leads and opportunities control over Shippers, Freight Forwarders, Consignees and other business contacts. Visualize your sales! An on-line tool built inside the specific sector of Transportation Industry, designed and engineered to reduce sales cycle timeframe of your company, increase marketing revenue and service quality.

### Map your Customers Relationship Network

Visualize all your customers and contacts relations. Relate Freight Forwarders with Shippers. Identify Consignees, manage Hauliers, Shipping Lines and Air Freights. All integrated in one unique Customers Map. This powerful tool enables your sales team to increase cross-selling and control extra customers relations within your business eco-system, and plan better your visits.

### Mobile Sales-Team Anytime, Everywhere

Visit your customers with ready-to-use on-line sales information. Speedup visit-reports. Share customer knowledge within your team, quicker and more reliable, through improved data synchronization and mobility functions. With your laptop or your pda, you are always able to access your company/customer on the go.



### Flexible and Secure

Enlarge your company business information accessibility with strong and unprecedented security platform, by Microsoft Servers. Define and manage intuitive user permissions. A system that adapts to your business, to your people, to your customers.

## Features

### Geographic information: Regions, Countries and Locations

Besides the territories reference, existent in the out-of-the-box version of MS Dynamics CRM, we introduced more precise geographic terms: regions, countries and locations. This structure type allows users to organize information about client usual origins/destinations, in terms of regions (group of countries), countries (group of locations) and locations. In a location, user has access to the geographical map with latitude and longitude coordinates.

### Client Usual Origins and Destinations

Information stored about client usual trades adds to this solution great advantages, allowing users to:

- Know cargo origins and destinations required by a client;
- Delimit trades in time periods;
- Automatically generate opportunities and, if necessary, make them recurrent;
- Analyze type of cargo and volume for a specific region, allowing prospect new business.

### Useful Analysis Reports

MS Dynamics CRM allows reports development for data analysis, focused on your organization needs. In this customization made, were developed several useful reports, with important information for shipment agents, such as location Information, not covered information info and account geographic distribution.

### Maps Add-on

The Maeil CRM Maps Add-on integrates in your Microsoft CRM 4.0 the possibility to access maps related with your client's address from Microsoft® Virtual Earth™. This add-on gives your sales force the possibility to access quickly to different maps to help them to reach your client right on schedule.

**Features:** Road and Aerial maps, Map navigation inside Microsoft CRM, Route calculation, Measure distances, Database containing 5.5 million place names all over the world.

### Shipping Quotes

Quotes creation associated to client with shipping information: Equipment Type, Cargo, Charges, POL, POD, Vessel and Voyage. Quote preview, print and sending. Customizable quote templates.

### Visit Reports

Schedule all our visits with our Sales Team. Register all info addressed on your meetings with clients. Consult history about your visits, and get reports of clients that should be visited shortly.

### Birthday Reminder

Reminder reception, by email. Automatic birthday email sending feature available to choose to send to the contact or to the user contact owner.

### Customer Service Tracking

Know your clients satisfaction rating. Email sent to allow the client to categorize his/her satisfaction grade regarding a specific case reported from the client and registered. Automatically receive and saves the client's answer. Get reports with clients global satisfaction vision.



Maeil Consultores is a company devoted to the development of information engineering systems and dedicated to the integration of technologies in shipping business. It was founded in 1999 through the creation of a technological infrastructure aiming at the development of information system solutions. Furthermore, the company relies on information and software engineers acting in the market and specialized in consultancy, implementation, training and development of standard software and the support service to small and medium-sized business.

Maeil Consultores is a Microsoft Gold Certified Partner and a Microsoft Small Business Specialist. Microsoft Enrolled Competencies and Specializations: Advanced Infrastructure Solutions - Systems Management; Data Management Solutions - Data Management; Information Worker Solutions; Microsoft Business Solutions - Microsoft - CRM; Networking Infrastructure Solutions. Maeil Consultores is a Computer Associates Partner for All Fusion Plex ARAD tool. Maeil Consultores is Citrix Certified Partner for Access Essentials Suite. Maeil Consultores has a protocol of collaboration with Lisbon Technical University - Instituto Superior Técnico, for juniors engineers integration. Maeil Consultores is a Business Technology Partner with Portugal Telecom for Networking and Communications.



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