

A PRODUCT OF DROIDOR

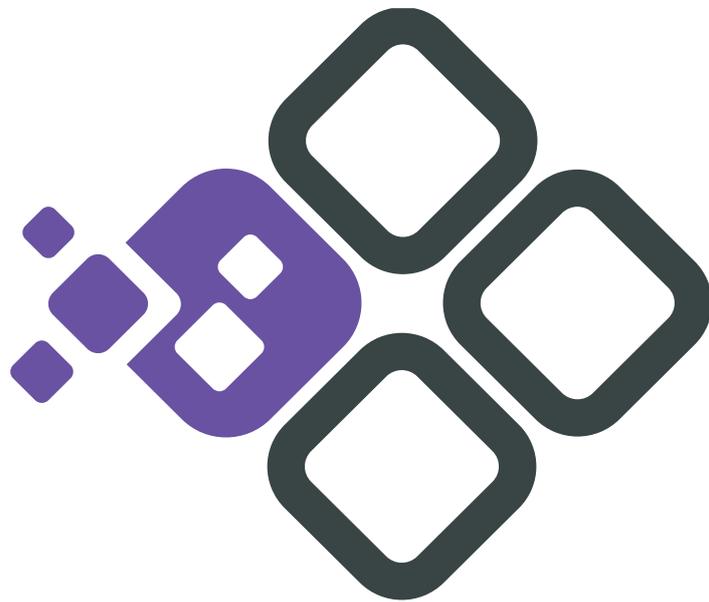


# **SALT** Customer Relationship Management

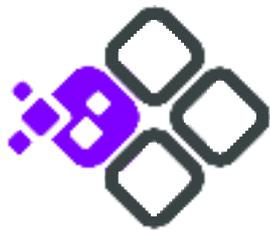
MAKE A CUSTOMER, NOT A SALE







Salt**CRM**



# About **SALT** **C**ustomer **R**elationship **M**anagement

Say goodbye to spreadsheets and sticky notes, Salt CRM is here to help you better manage your company from a single platform which gives you complete control over your staff, and gives your clients a feel of emotional attachment to your company. With a separate clients section where your clients can view their on going projects, track their progress and receive invoices.

Get year round Data Analysis for more accurate business predictions and management to identify areas where you lack, and where you succeed!



## Staff Roles & Permissions

Set permissions for your staff so that they can only do what you allow.

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## Projects

Manage projects and track time spent on project for each staff member.

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## Customers Area

A separate area for customers where they can view specifics related to their projects.

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## Invoices

Generate new invoices and keep them in track.

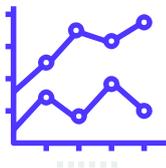
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## Support

Streamlined support system for your customers.

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## Reports

Get reports for every aspect of your business for better planning.

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## Dropbox Integration

Integrate with the most powerful cloud storage.

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# Features



01

## Customers Area

Easily manage customers, create multiple contacts and set proper permissions.



02

## Invoices

Create new invoices, keep track and organize your invoices.



03

## Recurring Invoices

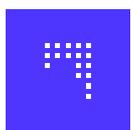
Set recurring invoices to regenerate automatically based on your setup.



04

## Recurring Expenses

Set up a recurring expense to automatically generate it after the specified period.



05

## Estimates

Create estimates within a minute and send them to your customers.



06

## Proposals

Create professional proposals for leads and customers.



07

## Projects

Record project expenses, invoices and bill your clients.



08

## Milestones

Create milestones for projects and track time spent based on milestones.



09

## Leads

Keep track of leads in one place and easily follow their progress.



10

## Web to Lead Forms

Capture data submitted by website visitors and store it as leads in CRM.



11

## Contracts

Add new contracts based on your clients.



12

## Tickets

Ticket system with auto response, private staff notes, ticket assignments and much more.



13

## Departments

Assign your staff to specific departments and auto import tickets by department.



14

## Custom Fields

Add custom fields to store extra information for customers, tickets, invoices, estimates and more.



15

## Staff Reminder

Setup staff reminders with the ability to notify by email and built-in notifications



16

## Theme Styling

Create your own theme to best fit your styles.



17

## Events

Create private or public events and be reminded of them via email or built-in notifications.



18

## Re-organize Admin

Re-organize the admin panel to best fit your needs.



19

## Email Templates

Ready made email templates with merge fields for different purposes.



20

## Online Payments

Future Integrations with prestigious banks of Pakistan.

# Features



21

## Staff Roles

Set specific permissions for your staff to define what they can and can't do.



22

## Goals Tracking

Use the goals tracking feature to keep sales goals in mind.



23

## Personal to-do items

Personal to-do sections on dashboard for all staff members.



24

## Staff

Manage all your staff members from one place.



25

## Company Newsfeed

News section to share upcoming company events and important notifications etc.



26

## Staff Tasks

Create and assign tasks to multiple employees, add task followers and stay up to date on the progress of each task.



27

## Recurring Tasks

Create tasks which will be regenerated automatically after a specific period of time, set by you.



28

## Surveys

Create surveys with just one click and send them to your staff, clients etc.



29

## Reports

Create reports according to your needs for example a sales report for a specific date or a customer.



30

## Knowledge Base

Add knowledge base articles for your clients and see their votes to check if they found it useful or not.

# PACKAGES

We have tailor made our packages to facilitate all sorts of businesses with different requirements in terms of infrastructure, human capital and finances.

**SILVER PACKAGE**

Rs.50,000\*  
Signup Cost

Rs.10,000\*  
Per Month

★★★★★

- Free Updates
- Free Staff Training
- Free After-sale Services
- Free Branding
- Free 5GB Storage

**HOT PACK**

**GOLD PACKAGE**

Rs.500,000\*

★★★★★

- Everything in Silver Package
- Lifetime Software
- Website
- 2TB Dropbox
- Free Add-ons

\*Excluding GST



# ADD - ONS

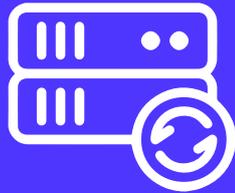


- Domain.com Rs. **2,000** Per Year
- Domain.com.pk Rs. **1,500** Per Year
- Domain.pk Rs. **1,500** Per Year
- Company Email Address Rs. **200** Per Mail Per Year
- Storage 5GB Rs. **3,000** Per Year
- Storage 10GB Rs. **5,000** Per Year

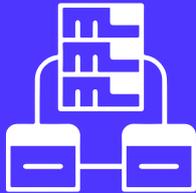
# SECURITY

We here at Salt CRM understand that your data is of immense importance to you which is why we have taken thorough steps to ensure that the integrity of all data is protected.

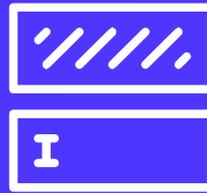
Auto Backup  
Database



Sensitive data  
is encrypted



Server Side  
Data tables



Google  
reCaptcha

Our security protocol consists of state of the art security measures to protect your data. CRM encrypts all data on the database with a unique encryption key which includes but is not limited to: API keys, API passwords, and Email Passwords. We also employ server side data tables to handle data in large databases along with Google reCaptcha services to prevent access to admin logins, customer logins and customer registrations.



Activity Log



# After Sale **Services**

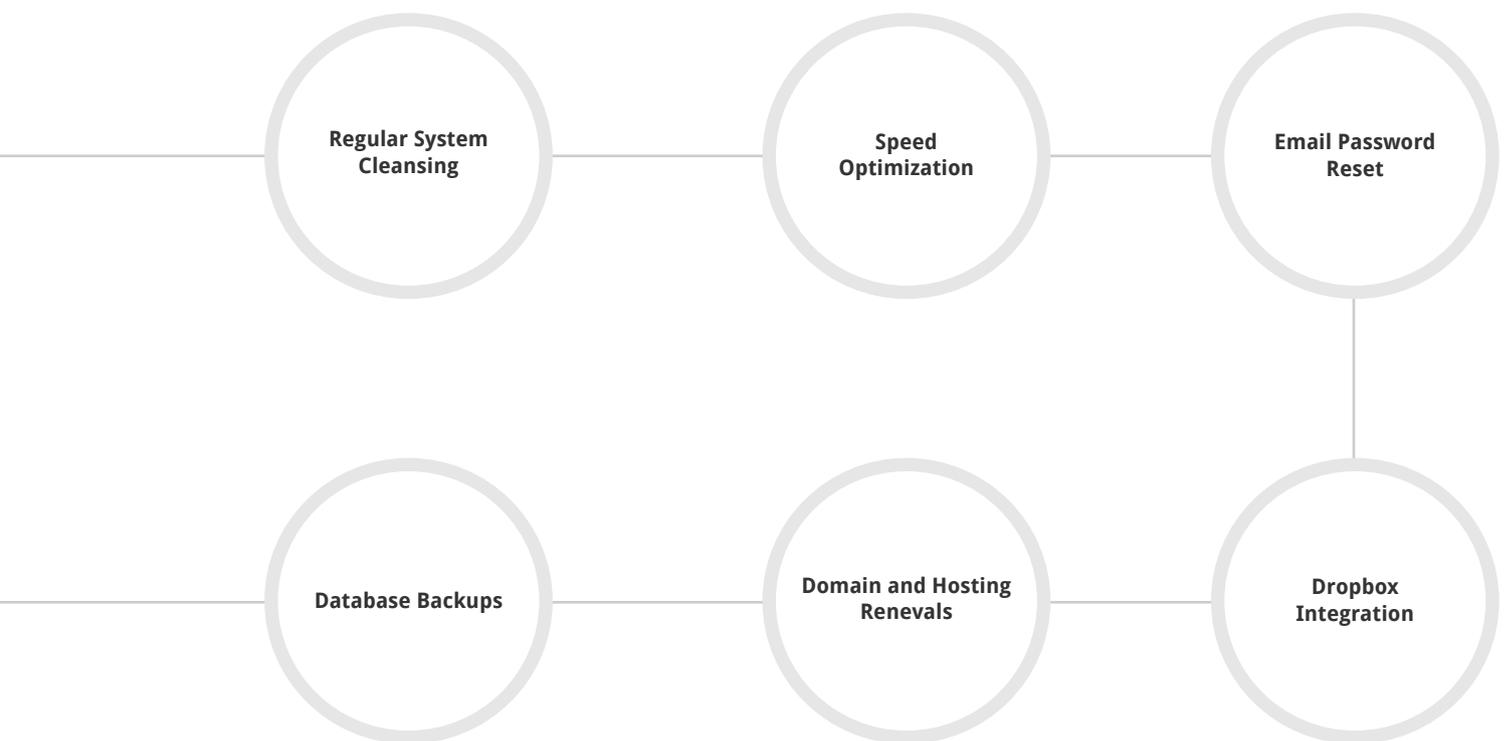
**Customer Support  
Via  
WhatsApp, Call  
or Email**

**Bugs and  
Error Fixes**

**Security Check and  
Enhancements**

**Search Engine  
Optimization**

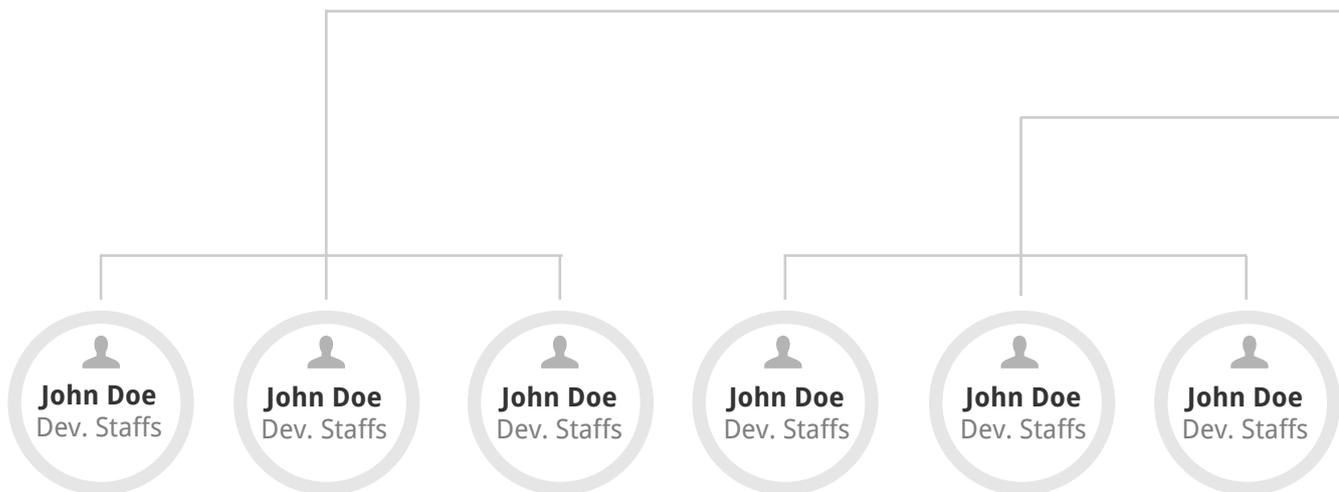
We believe in making sure that our services are continuously engineered to ensure quality and seamless customer experience. Our after sales services include regular system cleansing, bugs and error fixes, speed optimization, and much more. For our Gold Members we have special services like Search Engine Optimization and Dropbox Storage Space. We also provide technical support via phone, email, Whatsapp, Facebook and your CRM, which allows all service and mobility areas to be integrated conveniently, thus raising the bar for individual customer care.

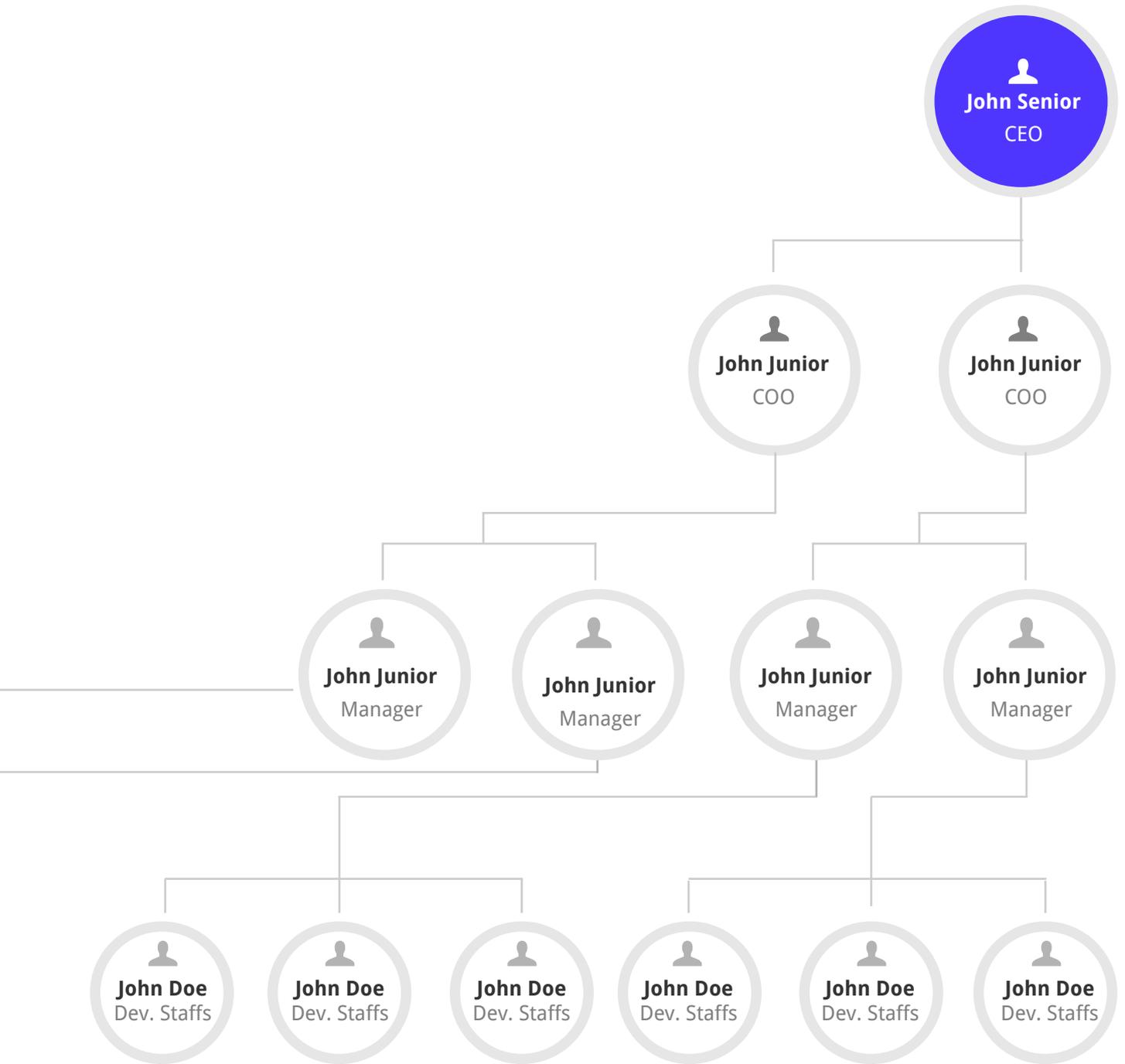




# Hierarchy

Don't want a certain employee to see your accounts or your inventory? No problem. With Salt CRM you can set permissions for each employee whether you want to keep their role restricted to one project or one aspect of your company, and allow access to all information to select employees. With Salt CRM you can integrate your company's internal clearance protocol onto your online systems as well!





## Project Management:

Project management allows you to break your project down into tasks and assign them to staff members, track time spent on a task by each staff member, record project expenses and generate invoices to bill your clients faster.



### ▼ Task Management

With task management you can assign one task to multiple employees, add a checklist for a comprehensive view of the task and keep track of the progress on the task. With options to include comments, it allows easy communication to meet deadlines.

# 50%



**Productivity**  
50% Of Teams  
Improved Productivity

# 40%



**Labor Cost**  
40% customer service  
Labor cost reduction

# 65%



**Sales Quotas**  
65% sales quota increase  
when CRM is adopted

# 74%



**Relationships**  
74% of businesses improve  
customer relationships with CRM

## Client's Feedback

“ Since i started using Salt CRM it has been a lot easier for me to manage my company and my clients have been very satisfied with our service helping us get more projects from them.

**Kent Kho** [Planet Kuching](#)



### ▼ Time Management

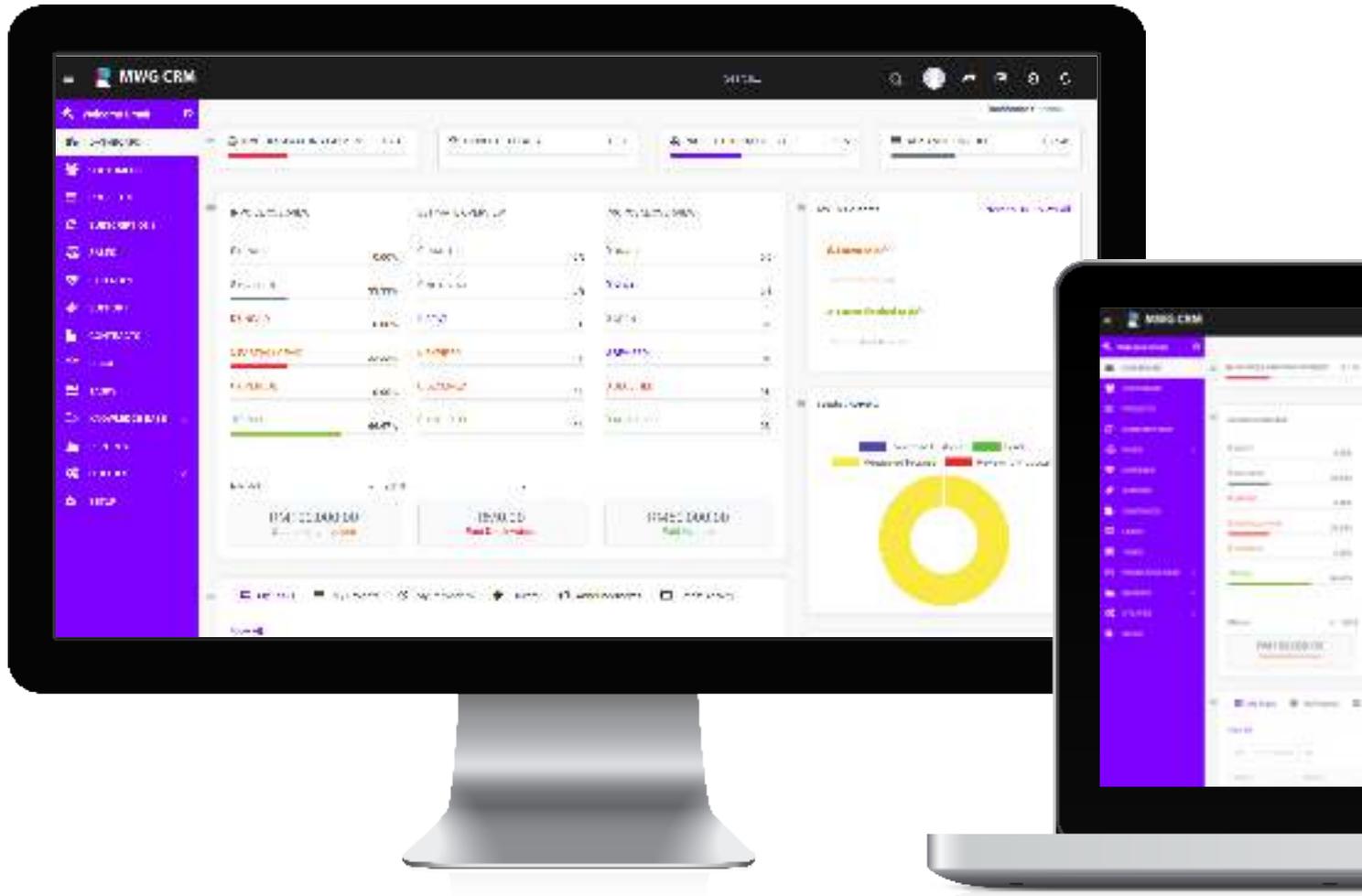
With time management you can set the due date and priority level of each task or project to let your employees know how much time to give to each task. Giving you or your project manager a better understanding of how to complete the project in time

### ▼ Invoicing

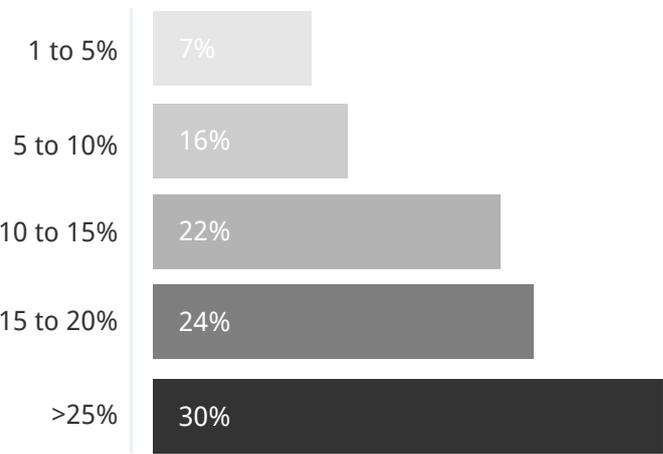
The invoicing feature allows you to easily calculate all your expenses, add different items to the invoices, use different taxes based on the items, add new currencies and use multiple currencies to generate invoices and send them directly to your clients.

# Articulate design

Fit for every screen



Improvement in Sales Productivity From CRM



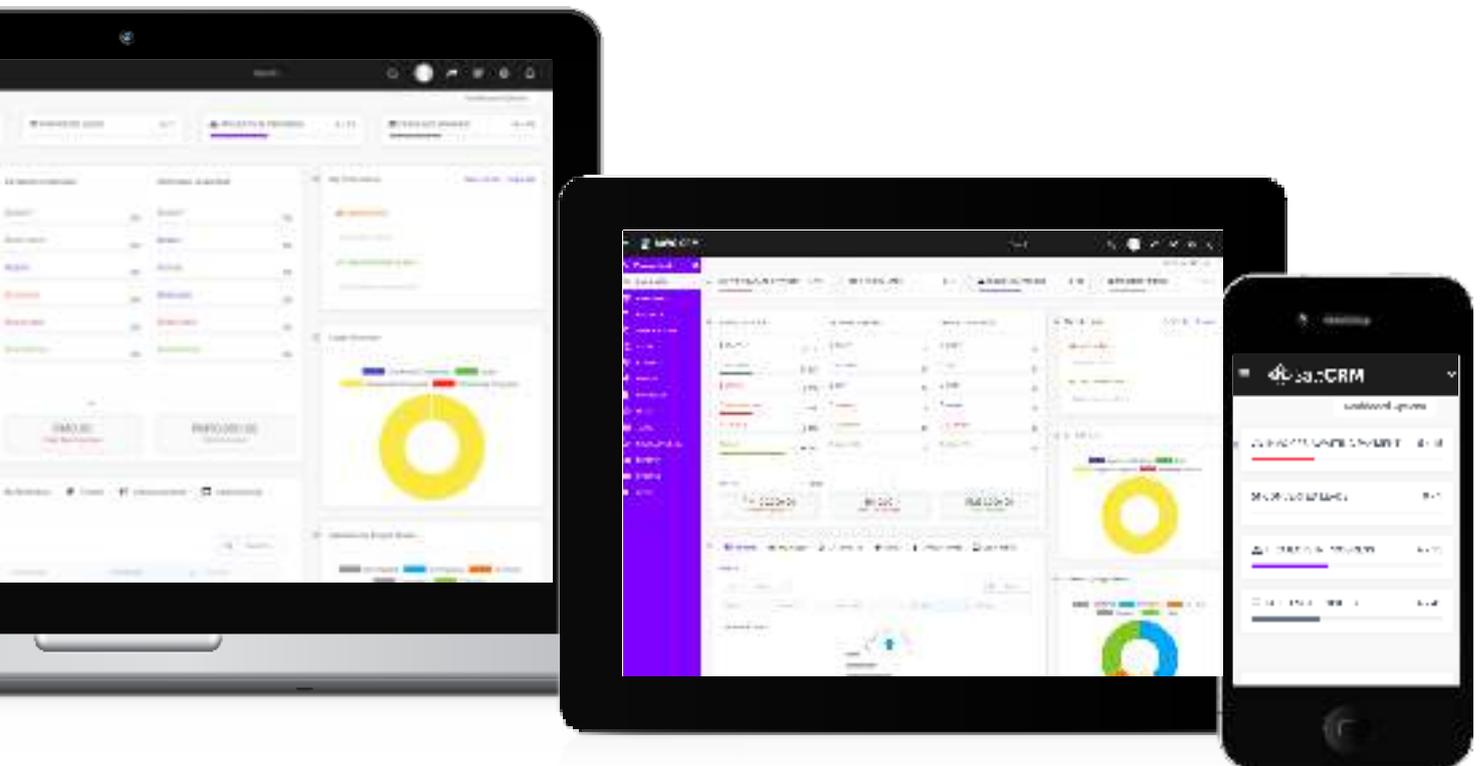
## ▼ Responsive Design

Salt CRM has been carefully designed to fit screens of all sizes so that you, your employees or your customers are not restricted to just a computer, and can use the CRM any time on any device.

## Client's Feedback

“ Love the extremely customizable theme and the easy to use interface.

Joyce Kuo [Car Network](#)



### ▼ Customization

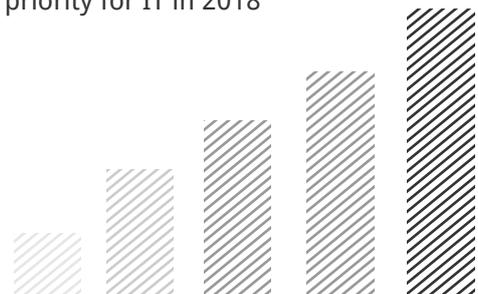
Salt CRM has been made to fit your every need including your companies profile, with Salt CRM's customizable interface you can create your own theme

### ▼ User Friendly

CRM's can become too complicated but worry not, Salt CRM was made to be different from others, with the thought of making your experience better and easier.

### ▼ RESULTS

Investing in CRM software is a top priority for IT in 2018



## Join the Salt CRM Family

Become a part of the Salt family and benefit from our monthly newsletter, connecting you with businesses and events taking place around you, placing you one step ahead of your competitors and closer to your goals.





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