Gauri
Great Value. Delivered with Passion.

CLOUD FOR SALES
Engage with your customers like never before

79%
Of customers spend at least 50% of total shopping time researching products online

53%
Of customers abandoned an in-store purchase due to negative online sentiment

59%
Of customers are willing to try a new brand to get better customer service

60%
Of customers make purchasing decisions based on employee recommendations

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" Trust is rated as single most important factor by when purchasing products and services from vendors, ahead of experience and cost.

SAP Partner

Cloud for Sales empowers you to engage with your customers throughout the sales process proactively and effectively.

Supporting end-to-end sales processes, from analytics and planning, lead generation, opportunity management, quote administration, order management and fulfillment, Cloud for Sales powered by Gauri is a comprehensive sales solution that your business needs today to engage and win more customers.

14% Increase
Customer Retention with Analytics

35% Increase
In Sales with Social Integration

**22% Increase**
Sales Quota with Customer Insight

55% Sales People
accessing sales apps on Mobile by 2016

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ANALYTICS & PLANNING

- o Forecasts and sales pipeline
- o Sourcing pipeline management
- o Predictive what-if-analysis on sales volume or for tactical planning to meet sales targets
- o Sales target achievement planning
- o Sales performance management
- o Win-Loss analysis
- o Competitor view
- o Customer sentiment analysis
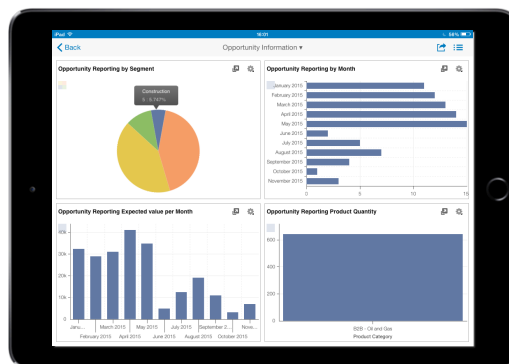
LEAD MANAGEMENT

- o Marketing to Sales hand-off via Lead Generation
- o Multi-sourced customer information collation
- o Automated assignment of the lead owner
- o Service ticket generation
- o Social media integration
- o Lead classification and qualification
- o Lead to opportunity conversion
- o Lead to account/contact conversion

OPPORTUNITY MANAGEMENT

- o Opportunity assessment and approval workflow
- o ERP/CRM – External Pricing Integration
- o Opportunity driven service ticket generation
- o Social media integration
- o Opportunity status management

SALES QUOTE MANAGEMENT

- o Quotation construction and approval workflow
- o ERP/CRM – External Pricing Integration
- o Integration with ERP/CRM for sales order creation
- o Quote status management
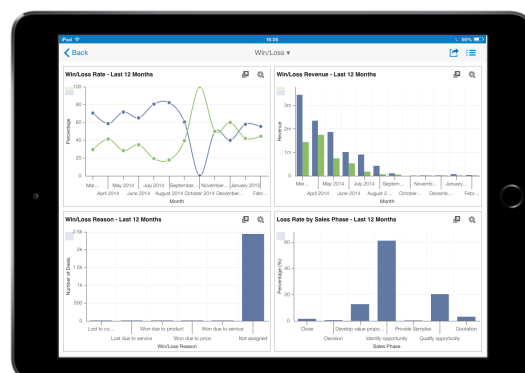
Experience the difference, contact us at:

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