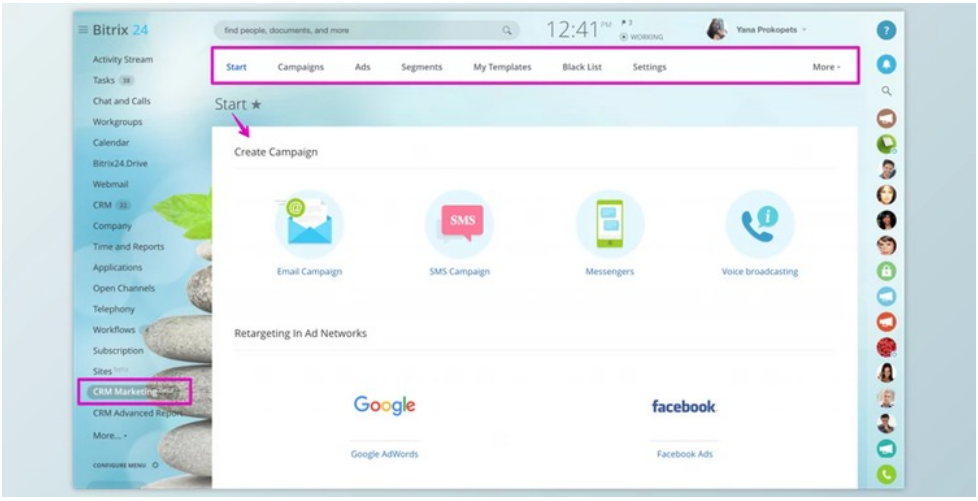
Bitrix 24 CRM v20.0.0 + Bitrix Site + Help PDF & Source Code

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Company procedures are also referred to as workflow, are a collection of activities performed by the users or system so that surgeries are standardized and completed together with tracking. Please be aware that **business procedures can be found for Bitrix24 Standard & Professional plans just**. Frequent activities in a business procedure include: Assessing, sending alarms, altering some info at a Lead record, or even establishing a job to be performed about this Lead or other item. Creating these workflows requires just a tiny know-how, however NO coding abilities.

Bitrix24 is a CRM packed with customer management, client service, and marketing automation characteristics. Offered in cloud and on-premise, on mobile and desktop devices.

CRM strategy for your sales staff with all the crucial resources -- revenue funnel, pipeline management, revenue reports, 360-degree client perspective, service for duplicate sales, and sales automation.

Revenue funnel automation: Easily automate sales funnels and make rules and activates that move prospects and clients involving distinct sales funnels.

Marketing and Sales Intelligence: CRM that monitors your advertising expenses and computes ROI automatically. See which advertising channels, campaigns, or perhaps keywords provide the best return on investment and allow you to close deals.

CRM Store: Sell out of your CRM: accept orders, send payment hyperlinks to your customers, accept payments, and arrange the shipping - all online.

Multichannel CRM for promotion: Email advertising, SMS, telemarketing, voice broadcasting, and Facebook/Google retargeting campaigns out of the CRM. Send around 1 million emails per month!

Free customer contact facility: Supply customer care through email, telephone, live chat, social networks, and favorite messengers.

Estimates and bills within CRM: Issue invoices and quotes and accept payments online through PayPal, Stripe, Braintree, Authorize.Net, and other payment methods.

CRM with project and task direction: Create jobs inside CRM. Collaborate with customers in your projects and monitor time so you could accurately charge them.

Online PBX and VoIP Providers: Switch our free CRM to a fully featured online telephone center. Inbound, outbound, telephone recording, IVR, and call routing.

The CRM in Bitrix24 supplies a platform to organize and monitor interaction with prospective or present customers, partners, brokers, and other connections.

Bitrix24's CRM creates a contact base in which the interaction and the background of connections are handled and stored. All new occasions (telephone calls, messages, meetings) connected using a contact or business can easily be logged, and additional interaction could be planned, such as by using integrated activities.

Fully customizable self-evident variations of Bitrix24 using source code accessibility are readily available.

The CRM includes tools to make reports, import/export contacts, execute an investigation, and perform segmentation of their target market as needed. Incoming leads or contacts can be split among sales managers, advertising campaigns could be examined, and get permission to some arrangement or lead could be varied based on its standing or additional parameters.

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标签

Other Web & Script

The port at the CRM is handy and intuitive, and it features a CRM-only activity flow. This flow is a universal port that permits activities (emails, notes, tasks, meetings and telephone calls) to be initiated on any item or items in the CRM in one point. Most of all, Bitrix24 lets you choose whether to save info in cloud or your server.

A fast look in the sales funnel provides a direct consideration of transactions in advance along with their various stages. Stages can be used easily and every one looks in another line and distinct color. The line's duration corresponds to the entire amount of these deals at the point, and a table together with the numerical values will be displayed below the funnel. Significantly, Bitrix24 lets you've got infinite sales pipelines and construct numerous revenue funnels if you've got a lot of product lines or profit centers.

Dashboards at CRM are immediate snapshots of the most essential sales activities. Each agent can observe just how many deals they have won, the number of customers have not been invoiced yet, broker's rating in contrast with other sales staff members and so forth. Dashboards are available for bargains, invoices & leads and therefore are in the process of being added to other CRM entities (Contacts, Businesses).

- Flexible fields
- Adaptive statuses
- include things from merchandise catalog or
- Adaptive discounts and taxes
- Convert quotes to CRM records (statements)
- Printing or email quotations

The CRM in Bitrix24 lets you make personalized invoices immediately. Client information in the Bitrix24 CRM are mechanically inserted into a statement - pick the proper Lead or Contact. Recurring invoices are encouraged.

Products and services included in a statement can be chosen from existing things, or you may make new ones on the fly. When completed, you can send the bill directly from the CRM to the customer's email address, save the bill as a PDF document, and print it out directly from the internet browser!

Sales targets may be put directly within Bitrix24 CRM. Consequently, you may set goals for every one of your revenue representatives, every single strand, whole business, and monitor their progress in real time. They may be put in two distinct ways: several deals that must be obtained for a predetermined time period, or a minimal required sales quantity.

Free web form builder within Bitrix24 may be used to make any kind. Templates for many popular type types are already contained. The forms are totally customizable, such as utilizing custom CSS and graphics, and may be embedded into sites or hosted with Bitrix24 public pages. Bitrix24 forms encourage discipline rules (conditional logic), article submit redirects, merchandise catalog and internet payments. Information submitted through these kinds finishes up in Bitrix24 CRM as prospects, contacts, businesses, deals, invoices or quotes, based on preferences chosen.

Open stations connect most common social networks and messengers using Bitrix24 CRM. Client messages in Facebook, VK, Telegram, Skype and other programs are dispersed among Bitrix24 CRM users based on the rules. Though your workers utilize Bitrix24 to speak with customers real time, the customers will observe all social networking responses or the messenger that they initiated the contact. Open stations operate using desktop and internet versions of Bitrix24 programs.

版本列表

Bitrix 24 CRM v20.0.0 Business Edition Full Source

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