



GREENROPE CRM

EXTENDED PROFILE



OVERVIEW

GreenRope CRM is a cloud-based software package that combines CRM and marketing automation. The software is aimed at small to medium-sized businesses who want to combine their CRM package with up-to-date marketing technology on a flexible, no-contract basis.

The CRM is divided into three 'suites' - Sales, Marketing, and Operations. Each focuses on a different business area to provide an all-in-one approach to running a business. GreenRope claims to be the world's only complete CRM that brings together event management, website hosting, and email marketing together with other more standard CRM functionalities.

Web analytics are a key feature of the GreenRope CRM package and among them is an A/B split testing facility, which allows users to deterministically optimize their websites. The attribution modeling feature gives users the ability to evaluate the most lucrative sources of their clients. VoiceBase adds automatic transcribing functionality and a 'cold-automation' feature allows users to automatically trigger workflows based on their clients' inactivity.

Unlike many CRM packages, Greenrope's pricing model is not based on a per-user, per-month model. Instead, GreenRope has an initial account setup fee (\$399, or \$499 for a 'premium' account with added consulting time included) and then charges based on the number of contacts stored in the software. Windows, Linux, Android, and Apple mobile applications are all available.

FEATURE OVERVIEW



SOFTWARE SPECIFICATION

OVERVIEW	
PRODUCT NAME	GreenRope CRM
SOFTWARE FEATURES	
API ACCESS	✓
CADENCE	✗
CONTACT MANAGEMENT	✓
CONTRACT MANAGEMENT	✓
DATABASE MANAGEMENT	✓
FUNNEL REPORTING	✓
INTEGRATIONS	✓
PARTNER TRACKING	✓
PERFORMANCE REPORTING	✓
PIPELINE MANAGEMENT	✓
PRODUCT & PRICE CONTROL	✗
SALES GAMIFICATION	✓
QUOTATION HANDLING	✓

TASK ASSIGNMENT	✓
TERRITORY/QUOTA MANAGEMENT	✓
SUPPLEMENTARY FEATURES	
CPQ	✗
CUSTOMER SERVICE AUTOMATION	✗
MARKETING AUTOMATION	✓
SOCIAL RELATIONSHIP MANAGEMENT	✗
CUSTOMER SIZE	
SMALL (1-50 USERS)	✓
MEDIUM (51-200 USERS)	✓
ENTERPRISE (201+ USERS)	✗
OTHER FEATURES	
MULTIPLE LOCATIONS	✓
MULTIPLE CURRENCY	✓
CUSTOMIZABLE	✓
MOBILE FEATURES	
IOS APP	✓
ANDROID APP	✓
NATIVE WEB APP	✗
HOSTING METHOD	

CLOUD	✓
ON-PREMISE	✗
FURTHER INFORMATION	
PRICING	From \$149/month. Unlimited Users.
IMPLEMENTATION TIMEFRAME	Approx. 1-2 months



SOFTWARE SCREENSHOTS

GreenRope Home Contacts Communicate Automation Calendar Apps Website Media Library Settings Help Logout

Group: Alessandra's Leads 12 visits to your tracked websites [Guide Me](#) ACTIONS (4)

Welcome, Lars

SEARCH On Name/Company/Email

To-Do List
50 overdue activities [Hide](#) All

- Assigned to Alessandra Ceresa
Alessandra's Leads
Follow Up: Follow up if haven't heard bac
Due: Mon, 2017-Mar-6 at 8:45 PM
(13 days past deadline)
- Assigned to Alessandra Ceresa
GreenRope Users
Follow Up: check in on scheduling market
Due: Fri, 2017-Mar-10 at 6:00 PM
(10 days past deadline)
- Assigned to Melissa Filich
321 activities coming soon [Hide](#) All
- Assigned to Austin Wilms
Austin's Leads
Follow Up: Did respond about upgrad
Due: Tue, 2017-Mar-21 at 9:00 AM

0 Events
34 Emails Sent
0 Emails to be Delivered
45 CRM Activities Due
134 CRM Activities Overdue
66 CRM Activities Completed

March 20 Monday

Opportunities Funnel All Opportunities

2,514 emails sent in the past week

41,318 contacts

48,050 total activity lead points generated, average of 0.0097 points per contact per day

Transactions & Conversions

48,134 pageviews tracked in the past two weeks

CRM Activities Completed Today (All Groups)

1 opportunity worth \$1,500.00 USD (weighted)

Top Opportunities All Contacts

Opportunities Won All Contacts

Opportunity Quota Performance

VAR for Circle Media :: \$5,000.00 USD

2 for \$3,220.00 USD Last 7 Days
3 for \$5,740.00 USD Month to Date
8 for \$12,770.00 USD Year to Date
126 for \$221,690.00 USD

Edit Contact #26640 - Ryan Bahl - ryan@greenrope.com

CONTACT INFO CRM / ACTIVITIES ATTRIBUTION GROUPS SOCIAL

Status in Alessandra's Leads: Active 7 other user fields shown hide Envelope 55.8F at 9:22pm Unsubscribe Contact Delete Contact

Firstname Bahl Lastname Bahl Email ryan@greenrope.com Title Creative Director Role Operations Department Creative Services Address 1 Zip / Postal Code City State / Province California Country United States	Company GreenRope 43 contacts in this company Email: team@greenrope.com Address: 249 S Hwy 101, Suite 525 City: Solvang Beach State: CA Zip: 92075 Country: United States Assign Address to Contact Phone: 442.333.7577 Website: http://www.greenrope.com Research	GreenRope Account Status Comp Amount of account setup training sessions available Amount of additional training sessions available Completed DKIM/SPF Tags Assign Create New Tag + CookerWeb + CSS Certified + HTML5 Certified + United States
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Send Personal Email Research Contact Reset Save Save and Close Close

Edit Contact #26640 - Ryan Bahl - ryan@greenrope.com

CONTACT INFO CRM / ACTIVITIES ATTRIBUTION GROUPS SOCIAL

- Completed Document for signature: GreenRope Confidentiality agreement sent on Sun, 2016-Feb-21 at 11:12 AM, completed on Tue, 2016-Feb-23 at 3:36 PM view signed document
- Completed Document for signature: GreenRope Handbook sent on Thu, 2016-Feb-18 at 7:36 PM, completed on Fri, 2016-Feb-19 at 3:06 PM view signed document
- Pending Document for signature: Reseller Agreement sent on Wed, 2016-Jan-20 at 6:45 PM
- Pending Document for signature: sent on Wed, 2016-Jan-20 at 12:15 AM

Project End Team Management, SEO 2017 Sat, 2017-Apr-8 at 5:00 PM CRM

Sent Auto-Responder Email View
 Subject: Thanks for reaching out
 Broadcast ID: #3801698

Assigned Ticket #12154 (I would like a live demo) View Updates
 Open (GreenRope Sales Team) Mon, 2017-Mar-20 at 8:09 PM CRM

Sent Auto-Responder Email View
 Subject: Thanks for reaching out
 Broadcast ID: #3800712

Send Personal Email Research Contact Close

Build and Send Email

From: DynamicPlaceholder support@greenrope.com DKIM/SPF

Subject: Join us for this week's Q&A Webinar

Media Library Assets Available
 Drag and drop into email builder
 Images from: choose folder

1. BUILD 2. TEST 3. SEND

Journeys

