



SALESBOX

EXTENDED PROFILE



OVERVIEW

Salesbox was created for collaborative sales teams who are looking for a mobile-friendly, agile sales tool that is centered around “people, numbers, and focus”. Marketed as an alternative to clunkier traditional CRM packages, Salesbox aims to gather the data required for its users to make smarter sales decisions.

Salesbox allows sales teams to add accounts, make notes and book appointments with contacts exported directly from Gmail and Outlook, avoiding the need for manual entry into a separate database. All inbound and outbound communication can be recorded in under the relevant contact, and all this information can then be synced with Google and MS calendars. Tasks can be clearly assigned to individuals and teams, and Salesbox CRM also includes predictive analytics, territory and quota management, plus sales gamification to boost team motivation.

Salesbox CRM can be delivered on-premise or as a cloud package, and has native iOS, Android and web apps. It is highly customizable and is suitable for companies of any size user base. There are three cost options available - ‘super’, ‘ultra’ and ‘ultimate’ - each respective tier offers more extensive features.

Training, implementation support, and integration services are available to Salesbox customers during installation of the software.



SOFTWARE SPECIFICATION

OVERVIEW	
PRODUCT NAME	Salesbox
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	
IMPLEMENTATION TIMEFRAME	1-3 Days
PRICING	From \$35 per user/month (discounts for annual billing)

SOFTWARE SCREENSHOTS

The screenshot displays the Salesbox CRM dashboard for user Andreas Lalangas. The interface includes a navigation sidebar on the left with options like Tasks, Leads, Delegation, Opportunities, Accounts, Contacts, Appointments, Call Lists, Campaigns, and Insights. The main content area is titled 'Opportunities' and shows a summary for the period Jan 01, 2016 - Dec 31, 2016. Key metrics include 3 Leads and 1 Opportunity in the Campaigns section, and 60% conversion in the Leads section. The Opportunities section shows 14.3k Gross and 5.6k Weighted, with 239 Won and 599 Lost. A 'Records' section highlights the 'Biggest deal' (480), 'Fastest deal' (41 Days), and 'Most profitable deal' (50%). A 'Pipeline sales' section shows a 50% Win ratio, 0% Pipe progress, 0 Target 28 Opportunities, and 480 Target 51 K Sales forecast Closed + Weighted.

Opportunities Summary (Jan 01, 2016 - Dec 31, 2016)

Category	Active	Done	New
Campaigns Leads	3	0	0
Leads	60% converted	0	0
Opportunities	14.3k Gross	239 Won	599 Lost
	5.6k Weighted	0	0

Records

Record Type	Value	Owner
Biggest deal	480	Tobias Camitz
Fastest deal	41 Days	Tobias Camitz
Most profitable deal	50%	Tobias Camitz

Pipeline Sales

Metric	Value
Win ratio	50%
Pipe progress	0%
Target 28 Opportunities	0
Target 51 K Sales forecast Closed + Weighted	480

