

APTERP[®]
BUSINESS **STRATEGY** OPTIMIZED

WWW.APTERP.COM

CUSTOMER RELATIONSHIP MANAGEMENT (CRM)

ADAPTIVE **BUSINESS** CONCEPTS LLC.

ABOUT US

Adaptive Business Concepts LLC (ABC) is a global technology solutions and services provider for **APTERP**, based in Dubai, UAE, with research and development centers in UAE, and India. ABC is providing complete customizable and integrated solutions for various business segments across MENA Region. It is our assurance that our Enterprise Resource Planning solution, APTERP (Application Process Technology ERP), will deliver the complete business process tool for pioneering firms to manage the entire business processes.

APTERP, from the house of ABC, is a holistic business IT solution, developed keeping in mind the requirements of managing all the business entities of an organization under a single roof. It addresses all the business modules, namely, Procurement, Inventory, Production, Sales, Finance, QC, Payroll & HR, and Asset Management. Complimenting these functionalities is the facility to view managerial reports for effective decision-making.

APTERP seamlessly integrates all the branches to the corporate office, hence providing access to business processes from a single application. The system is highly adaptable, allowing easy customization, and helps you cope with constant change of including multiple entity, currency, & location deployment. The solution employs user-friendly graphical interface for ease of handling the functions required by the users. It clearly defines the workflow and effectively assists in managing each process. Since the system connects all locations, the top management can avail the real time information of the day-to-day activities at any given point of time. The solution is developed in conformity with the regional requirements of economic and legal statutes.

With prompt service, over the years, APTERP has evolved itself to deliver the exact thoughts and intents of the customers and partner with them in their quest for success. It is with great assurance and confidence that we are proud to represent prominent customer across the globe.

INTRODUCTION

During the conservative 90's when business process automation and enterprise resource planning was not considered a value driver rather treated as a cost for doing business, a few far sighted technologists envisioned a time when enterprise business application technology would be considered core to an enterprise's business strategy. Keeping this goal in mind, a technology platform was conceptually designed, developed and built with the aim of meeting and exceeding the strategic requirements of enterprises.

Within a short period of time, this platform gained acceptance from a wide spectrum of enterprise customers across industry sectors and organization sizes. Branded as APT – Application Process Technology, it enables collaborative work making people and organizations more efficient and effective, increasing business insight and consequently the strategic momentum needed for an enterprise to stay ahead.

APT provides an integrated view of core enterprise business processes, usually in real-time while also facilitating information flow between business functions and key external stakeholders. Built using leading edge technology, APT can provide significant results through self-service access to critical information for faster decision making. APT ERP solutions can be deployed in any organization regardless of size – from small and mid-market to large enterprises.

CUSTOMER RELATIONSHIP MANAGEMENT (CRM)





APT CRM

A CRM Software is a technological innovation that streamlines all sales-associated processes in an organization that includes lead generation, inquiry assignments, customer handling, proposals & deals, after-sales support, and sales plan analysis and review. The primary aim of CRM solution involves converting leads into break-through deals, retaining satisfied clients, and offering prompt solutions to new customers.

APT is the best CRM software compiles ultra-modern technologies with industry experience and produces a highly proactive and intelligent solution that synchronizes and simplifies the selling process. We configured CRM software using Artificial Intelligence, Machine Learning, BPM, BI, unique Algorithms and Architectures, etc.

CRM software uses powerful tools to accelerate the efficiency of the sales team and delivers a better customer experience. It helps in retaining their relationship and repeated business. The CRM solution has inbuilt tools for running influential multilevel marketing campaigns and reaching the right audience for generating quality leads. Our CRM software in UAE is custom-made and suits all industries. It provides an intelligent mechanism that allows the user to define custom BPM and produce actionable business forecasts and insights.

KEY FEATURES

- Detailed Sales Report
- Forecasting & Insights
- Lead Management Tool
- Interactive Dashboard
- Inbuilt Marketing & Campaigning Tools
- Automated Alerts and Notifications
- Suits Every Industry
- Custom Roles & Responsibilities
- Customer Contact Management
- Social Media & Lead Sourcing
- Inbuilt Messaging System (Email etc.)



KEY FUNCTIONS

- Automate Sales
- Manage Client Relationship
- Offer Post-Sales Support
- Create Faster Marketing Campaigns
- Simplify Customer Management
- Define Marketing Goals
- Identify and Improve Quality Leads
- Centralize Accounting
- Personalize Client Management
- Create a Sales Pipeline
- Create Faster Proposals
- Improve Decision Making
- Offer Reliable Service
- To Increase Revenue
- Streamline Operations

ADVANTAGES OF APT CRM

- Utilize and Maximize Opportunities
- Convert Leads at Right Time
- Multiple Marketing Methods
- Improved Lead Conversion
- Convert Opportunities into Earnings
- Collaborative Sales Team
- Integrate with Third-Party Software
- Generate One-Click MIS Reports
- Customize and Define BPM Workflow
- Custom Dashboard Controls
- Improved Communication & Collaboration
- Improve Customer Service & Satisfaction
- Automate Tasks





APTERM

APTERM is a creative solution that offers multiple mechanisms to manage customers, sales, staff, and marketing activities. The software helps a user to manage project scope variance, submit and exchange progressive project reports, and keep a better relationship with customers.

We have a fully customizable solution and the best CRM software in UAE, offering comprehensive training, state-of-the-art troubleshooting and backend support, and an ROI-promised application experience. The modules in a CRM solution empowers an organization to make the best out of leads and convert them into opportunities. The best CRM software produces multilevel sales reports.

The CRM Solution aims to provide interactive tools to handle various processes in the sale life cycle effectively. With the support of advanced technology.

The centralized database stores and produces automated analytical reports and insights for monitoring and review purposes. The best CRM helps a company align its marketing strategies and sales according to the trend analysis reports and forecasts generated by the CRM software.

THANKYOU

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