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Increase ROI by leveraging the power of data

sage Partner

👍 Benefits

1 Marketing teams can better target campaigns and determine product strategy driving better return on investment

2 Sales teams can access all the information they need to close a sale, such as pricing, real-time product availability, customer contact details and customer history

3 Service teams have all of the information they need to manage disputes and queries on hand in one system

4 Real-time data integration leveraging Sage CRM and Sage 200cloud data together

5 Ability to create customers/ suppliers and Sales Orders in Sage CRM that replicates to Sage 200cloud

Having the right access to data, at the right time to drive insights is critical to driving the performance of your front-line staff. But getting a single view of the customer that is accurate and accessible is a major challenge when systems aren't integrated. Duplicate data entry and manual data extraction expose your business to data integrity and accuracy issues, which puts you squarely at risk of a GDPR fine. The time it takes to manage these processes slows down the closure of sales, and customer queries and disputes, leading to customer and staff frustration and inter-departmental friction.

> Sage and Qnect gives us all the information we need to run our business. The integration element is extremely key to us. We have seen a 50% increase in efficiency and productivity.

Katie Edmunds, Namgrass UK

🔍 Solution

Qnect is the only solution that connects Sage CRM to Sage 200cloud so that customers have a centralised view of the real-time information needed to drive productivity and efficiency through better insight and improved customer targeting. This enables customers to increase return on investment, close sales faster and provide a better customer experience.

ⓘ Features

- **Real-time integration of Sage CRM and Sage 200cloud**
  Data is real-time meaning users have access to accurate data whenever they need it

- **Streamlining of processes**
  Create sales orders and customer and supplier accounts in CRM that replicate straight to Sage 200cloud – no need to enter information into two systems separately

- **Single customer view**
  Provide information such as credit limit, pricing, orders and communications in one system and link multiple CRM accounts to Sage 200cloud accounts

- **Manage customer expectations**
  Real-time stock availability by warehouse available to users

🗎 Benefits in detail

1. Sales teams can access customer history, contact details and product availability data at any time in any place via a mobile device, making it easier for them to close a sale

2. Marketing can drive product strategy decisions based on contextual insight and target customers more effectively, leading to an increase in ROI

3. Service teams are able to view the full picture of a customer's account, including orders made, accounts and product availability allowing them to handle queries and disputes quickly and efficiently without negatively impacting the customer experience due to lack of information

4. All frontline customers to manage leads. With Qnect you can create customer accounts and quotes from within Sage CRM that replicate to Sage 200cloud

5. All data is updated real-time and is kept secure – no more manual data exports leading to GDPR breaches