



EDZE

Automate. Empower. Accelerate.

Powering Business Automation and Growth





Problem & Solution

Problems in Sales Cycle

Lack of digitization



Lead forms



Register book

Dependence on multiple platforms



CRM



Call center



Bulk SMS /
Mail platforms



Analytics tools



Excel

Lack of real time reports and analytics



Dashboard

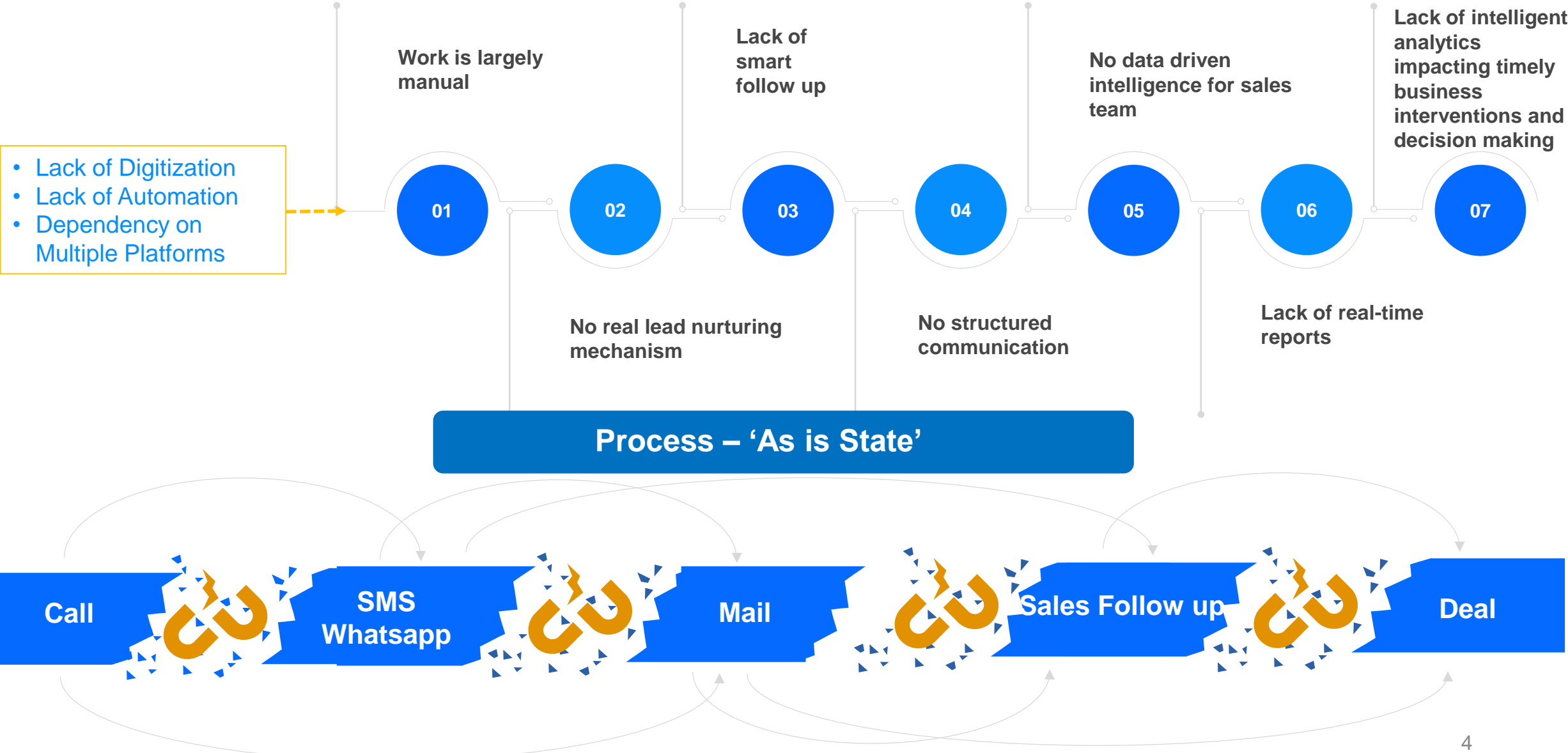


Report
Download



Analytics

Sales - Problems Faced by Companies



Sales Infinity Way



Digitization



Bulk Upload



AI driven OCR



Data entry



Integrations



Sales CRM with inbuilt SIM/VoIP based call centre



Intuitive workflows



Quick to implement & easy to use



Smart communication system



Automated lead nurturing



Real time business intelligence & reports



SIM / VoIP based calling



Save calling cost



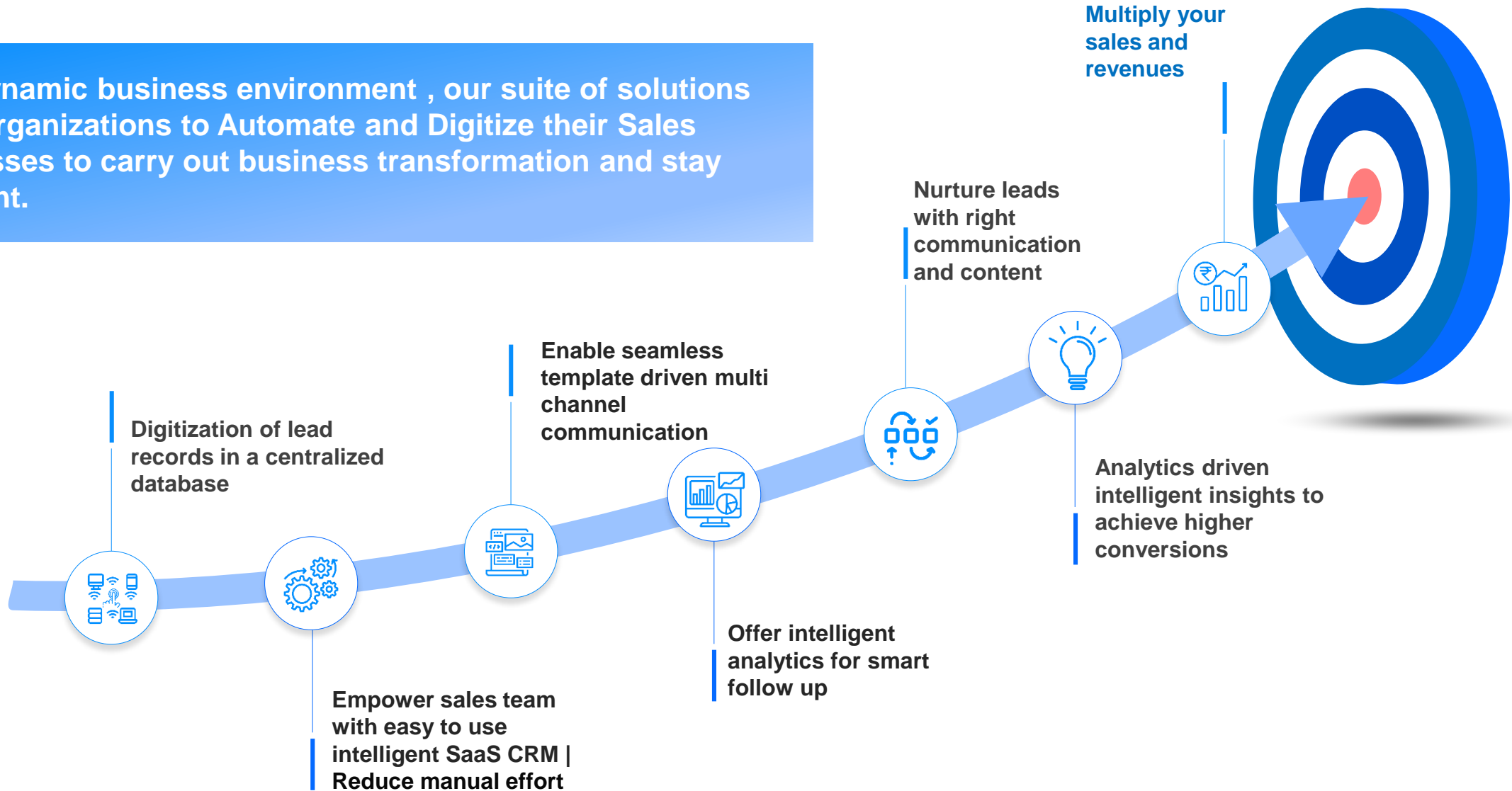
Time sheets



Call logs & records

Sales Infinity Way

In a dynamic business environment , our suite of solutions help organizations to Automate and Digitize their Sales processes to carry out business transformation and stay relevant.



EDZE Sales Infinity Advantage

There is no solution in the market which handles the sales pipeline & customer engagement process the way Sales Infinity does.



Total 18 Leads Sort by Date

1 0 3 2 1

ZOHARA KHANAM BIBI Hot
9493121240
Lead Generated on : 15 Dec 2021

Compose SMS Choose Template

Write message

Send Skip

Latest Notes 21 Dec 2021
Next follow up need to discuss on the closure and the final price negotiations. Need to also introduce our other products

Sales Infinity Way



How are we differentiated?



Diverse Product Offering

- Simple and intuitive workflows
- Intelligent follow-up mechanisms
- End to end solution for converting “Lead to Deal”
- Scalable
- Dynamic know how



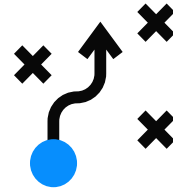
Quick Deployment

- Few hours as opposed to Days & Weeks
- Flexibility and control with the user/ admin
- Easy to use interface



Value for Money

- Zero Capex
- Saving in Operating costs
 - > SIM based calling
 - > API to facilitate integration with any existing system
- Zero cost of switch



Key Differentiators



Customer Communication and Engagement

- Choice of communication medium – WA/ SMS/ Email
- Templated communication



Analytics

- Macro to lead level analytics
- Product & Agent level analytics



Sustainable Pricing and Margins

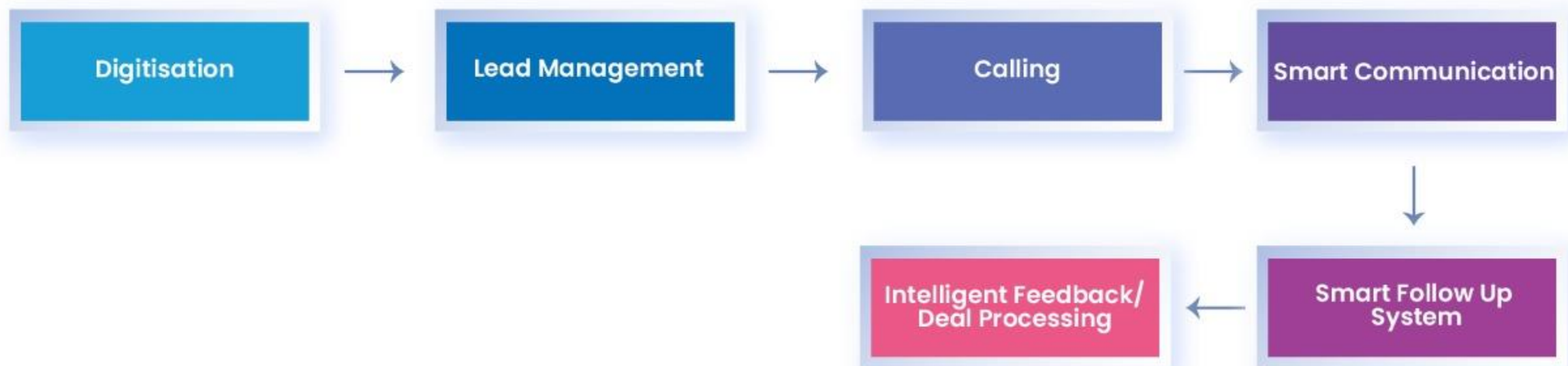
- New revenue streams – Integration with Whatsapp/ SMS/ Mail
- **Future product roadmap**
 - AI interventions
 - Integrate OCR
 - Text analytics for prospect profiling and engagement
 - Task recommendation



Work Flow - Advantages

Agent Work Flow

Higher conversions & Revenue



Marketing

Intelligent
Dashboards

Customisation

Performance Tracking/
Incentive Management

Management - Business on the go
Higher conversions & Revenue

Call center
management

Product Catalogue

Advanced Hierarchy
Management

Easy to use and Intuitive

Agent - View

Search Here...

Agent: **Goutham Suresh** | Schedule: **Today** | Products: **All** | Source: **Leads** | Location: **Secunderabad**

Jan 01 - Jan 07, 2022

Name (Lead Source)	Contact	Lead Gen Date	Lead Type	Contact Channel
<input type="checkbox"/> ZUPUDI RICHI EVANGELINE AP ENGG21 LAST SET 2500	9493121240	10-12-2021	Hot	1 Call, 9 WhatsApp, 1 Messages, 2 Mails
<input checked="" type="checkbox"/> ZUPUDI PAUL DAVID KANTH AP ENGG21 LAST SET 2500	9441435147	10-12-2021	Cold	2 Call, 7 WhatsApp, 1 Messages, 3 Mails, 1 Notes
<input type="checkbox"/> ZOHARA KHANAM BIBI AP ENGG21 LAST SET 2500	8121358406	10-12-2021	Hot	3 Call, 9 WhatsApp, 1 Messages, 3 Mails, 1 Notes
<input checked="" type="checkbox"/> ZILLELLA PRAMOD REDDY AP ENGG21 LAST SET 2500	9849915485	10-12-2021	Warm	6 Call, 9 WhatsApp, 1 Messages, 1 Mails, 3 Notes
<input type="checkbox"/> ZILLA RAJU AP ENGG21 LAST SET 2500	7416154143	10-12-2021	Closure	5 Call, 9 WhatsApp, 1 Messages, 3 Mails, 1 Notes
<input checked="" type="checkbox"/> ZILEKHA BEGUM AP ENGG21 LAST SET 2500	9603568036	10-12-2021	Hot	5 Call, 9 WhatsApp, 1 Messages, 3 Mails, 1 Notes
<input type="checkbox"/> ZUPUDI RICHI EVANGELINE AP ENGG21 LAST SET 2500	9493121240	10-12-2021	Hot	1 Call, 9 WhatsApp, 1 Messages, 2 Mails
<input checked="" type="checkbox"/> ZUPUDI PAUL DAVID KANTH AP ENGG21 LAST SET 2500	9441435147	10-12-2021	Cold	2 Call, 7 WhatsApp, 1 Messages, 3 Mails, 1 Notes
<input type="checkbox"/> ZOHARA KHANAM BIBI AP ENGG21 LAST SET 2500	8121358406	10-12-2021	Hot	3 Call, 9 WhatsApp, 1 Messages, 3 Mails, 1 Notes

Lead Metrics

70	21	27	51
Hot	Not Attempted	Attempted	Closures

70 Calls Made	27 Fresh Calls	2.6 Mins Avg Call Duration
141 Messages Sent	110 Fresh Messages	125 Avg weekly stats
87 Mails Sent	42 Fresh Mails	107 Avg weekly stats
51 Whatsapp Messaes sent	27 Fresh Calls	2.6 Mins Avg weekly stats

Search

Day | Week | Month | Custom

All: 120 | Hot: 10 | Cold: 40 | Warm: 12 | Closures: 3

Not Attempted: 320 | Attempted: 120 | Closures: 3

120 Calls Made | 90 Fresh Calls | 30 Followups | 110 Messages Sent | 90 Fresh Messages | 20 Followups | 89 Mails

Total: 18 Leads | Sort by: Date

ZOHARA KHANAM BIBI
AP ENGG21 LAST SET 2500

1 Call, 0 WhatsApp, 1 Messages, 0 Mails, 0 Notes

Latest Notes | View more...

tristique pretium dignissim. Nam et quam libero. Sed in ex ac lacus aliquam ullamcorper... | 11 Jan

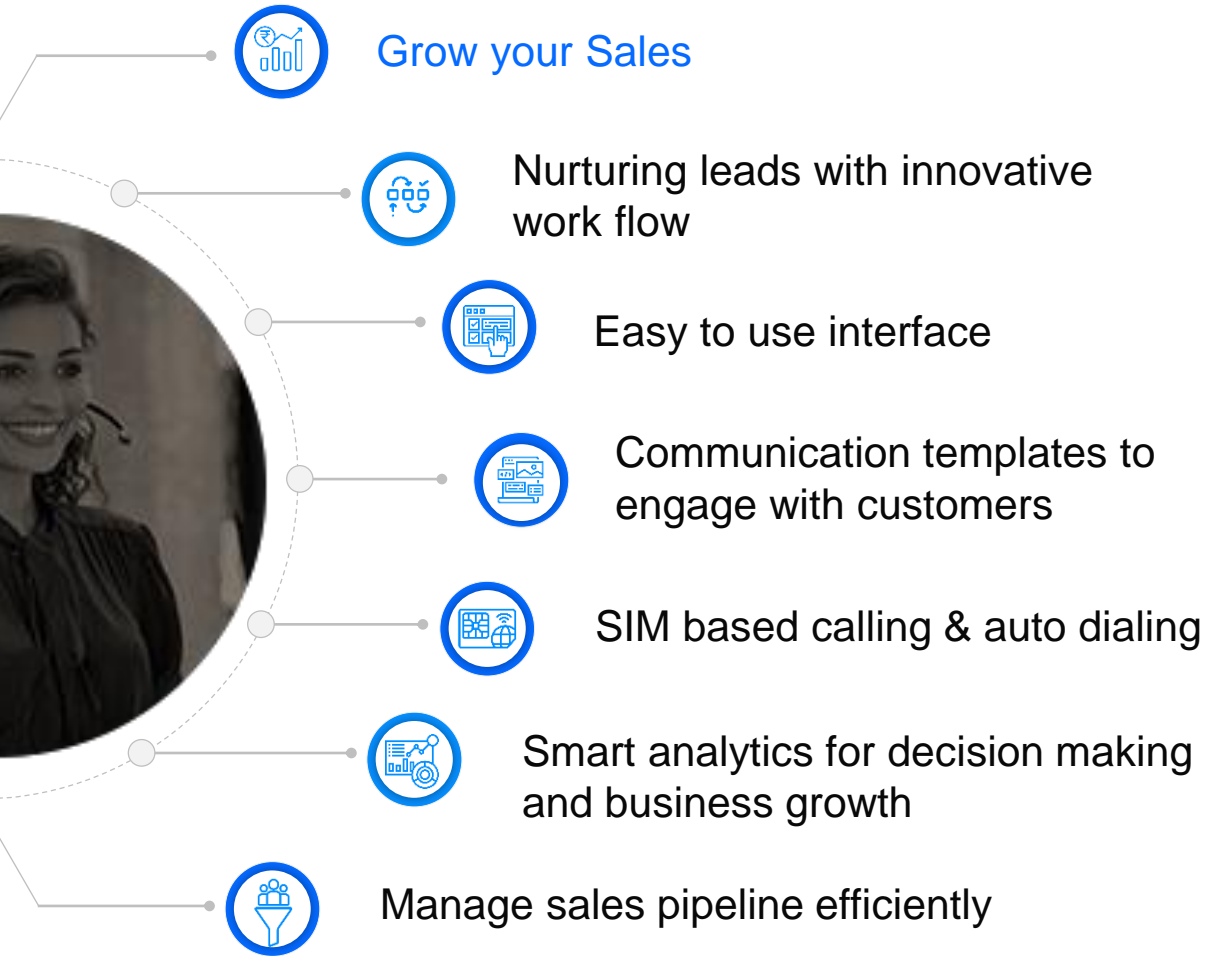
Praesent tristique pretium. Nam et quam libero. Sed in ex ac lacus aliquam ullamcorper... | 09 Jan

ZILLA RAJU
AP ENGG21 LAST SET 2500

1 Call, 3 WhatsApp, 1 Messages, 2 Mails, 1 Notes

Advantage

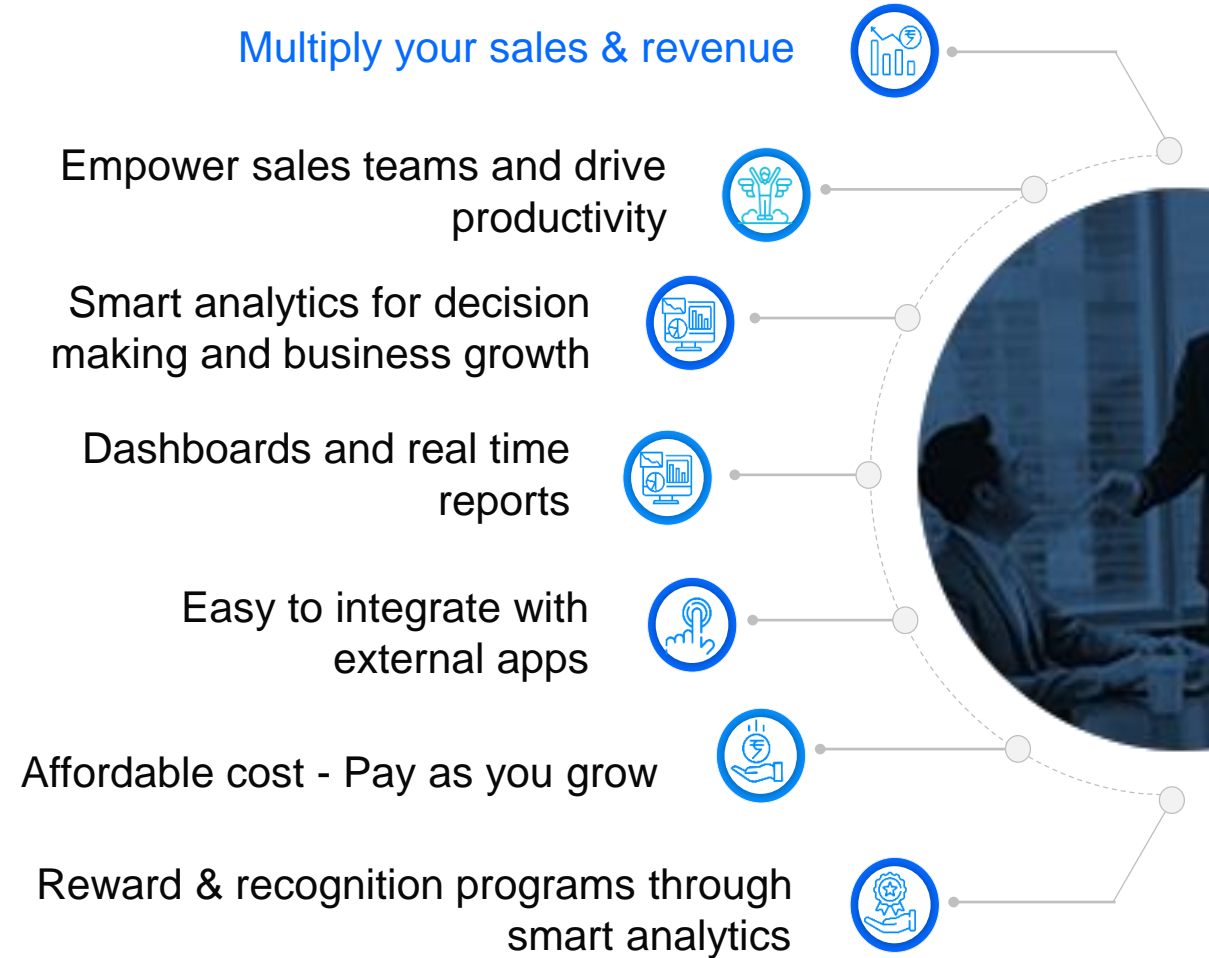
Sales Team



Intelligent work flows
Smart analytics

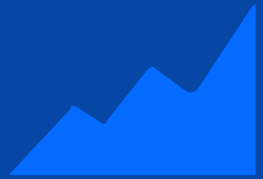
Easier communication
Higher Conversions

Management

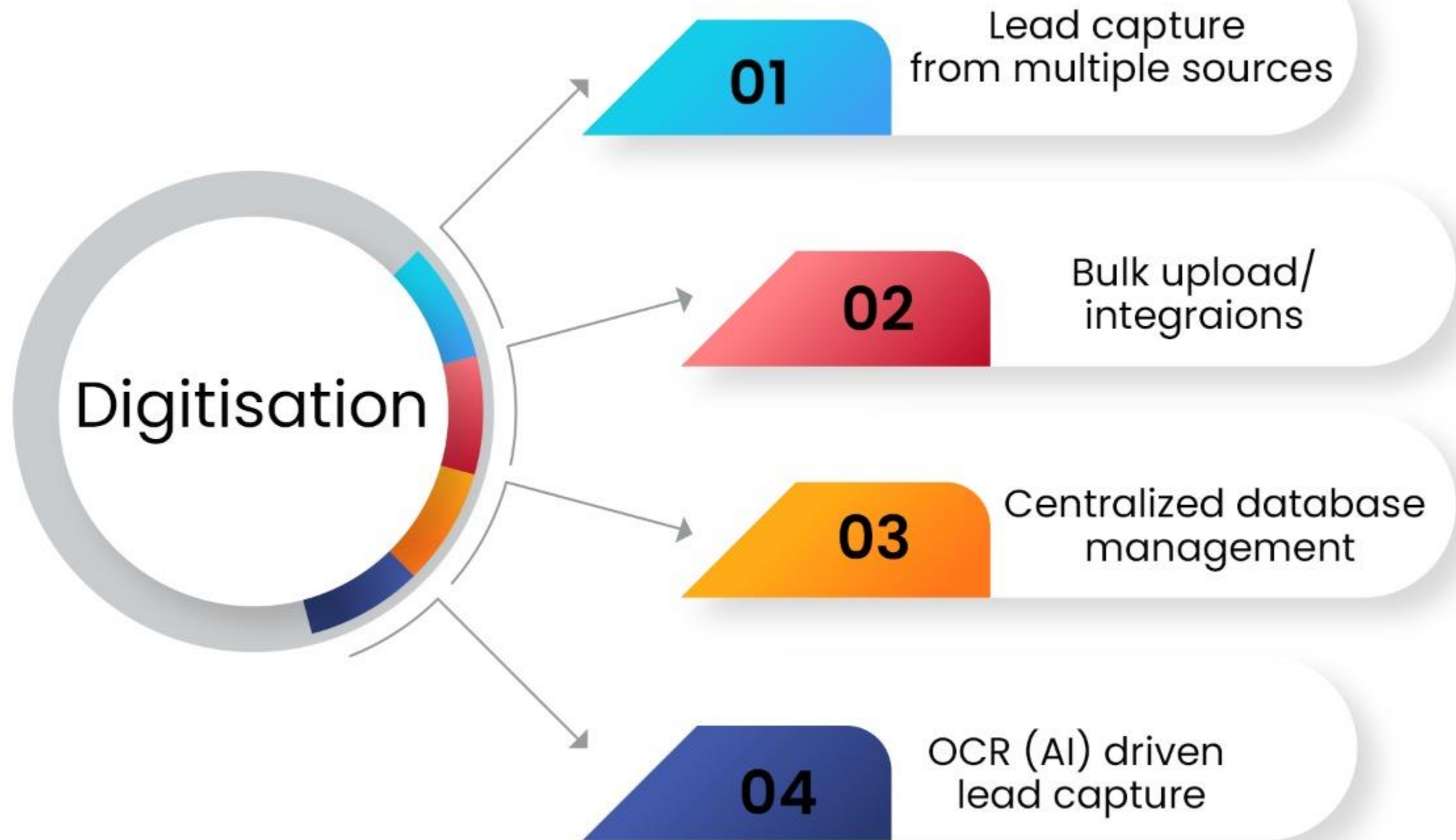


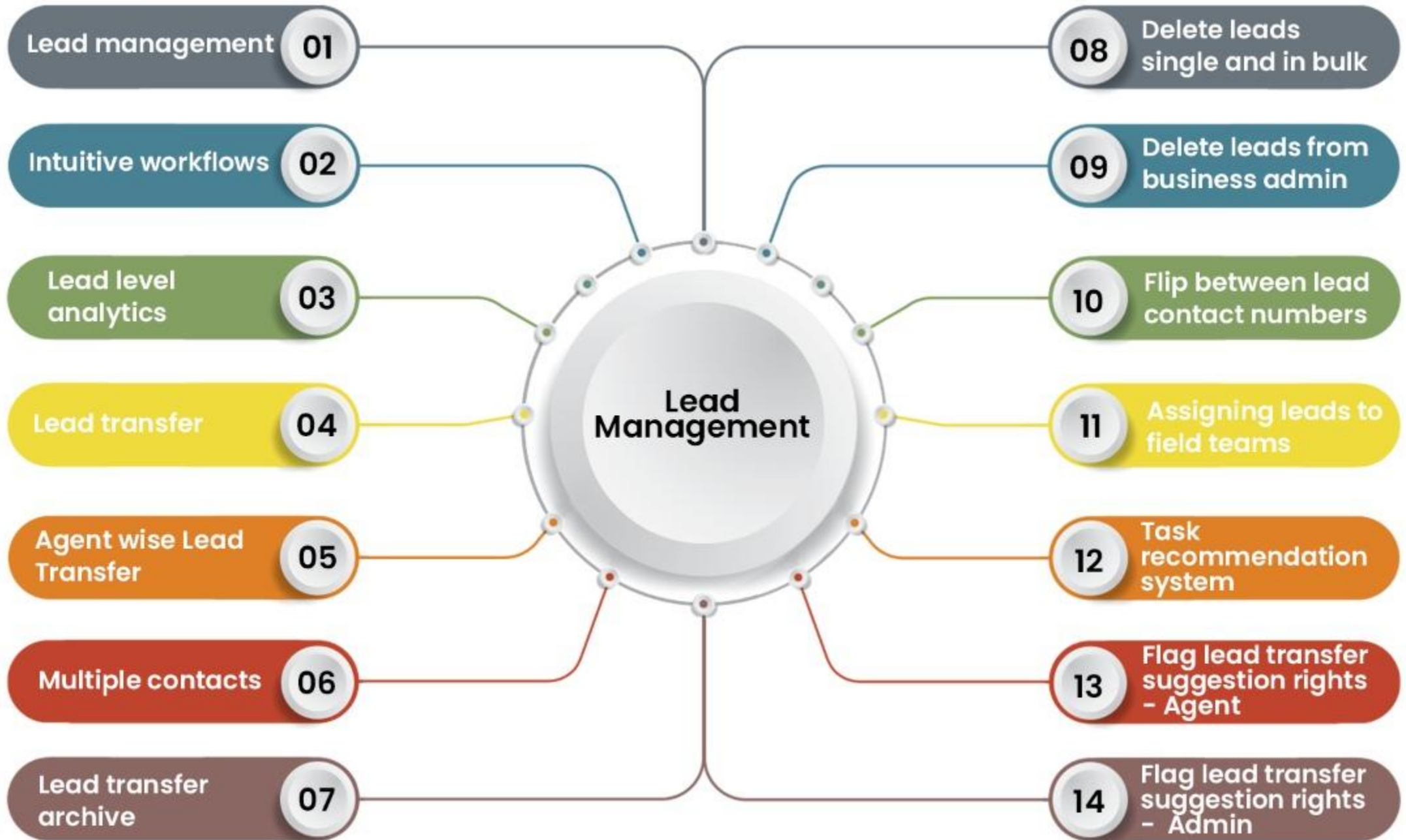
Higher Conversions
Smart Dashboards

Real-time reports
Easy of Scaling up



Agents – Features & Benefits





Calling

01

SIM based calling

02

Autodialler

03

Desktop based calling - VoIP integration / plugin integration

04

Incoming call tracking

05

Call recording

06

Voice/speech analytics

Smart Follow Up System



Intelligent Feedback/ Deal Processing





Mgmt – Features & Benefits

Intelligent Dashboards



Performance Tracking/ Incentive Management

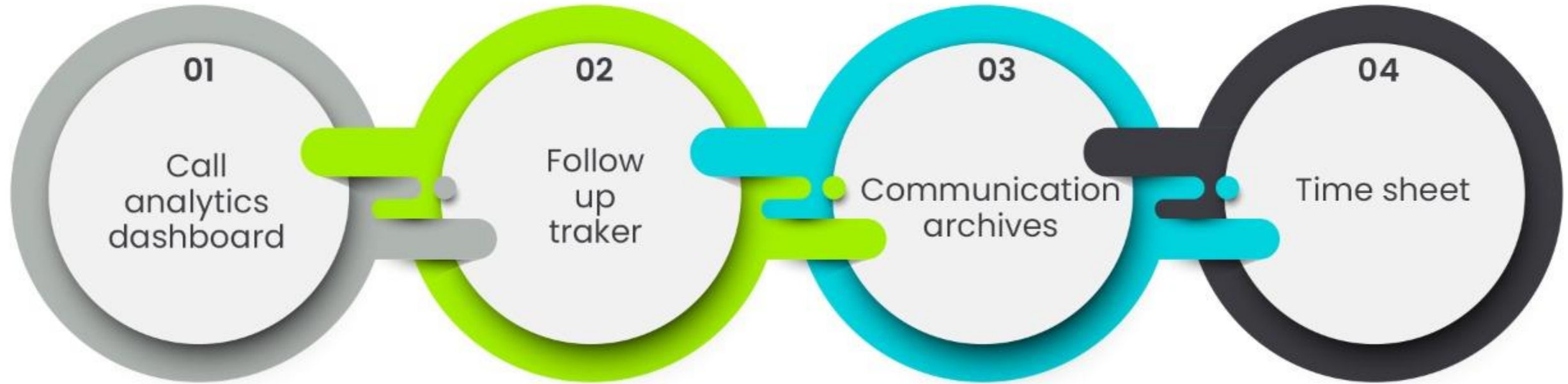
01

Performance and
incentive
management

02

Target tracker -
Numbers +
Deal value

Call center management



Customisation

01

Integration with
key platforms
(Optional)

02

Role based
workflows /
permissions

03

Customised
workflows

04

Form builder

05

Option to add
additional
fields

06

Customisable
report
generation

07

Configuration of
 intents (SMS,
Mail, Whatsapp)

08

Integration of
e-meetings

09

Flip between
calls and script

Product Catalogue

Product
ready
reckoner

Marketing

01

**Bulk SMS/ Bulk
mail marketing**

02

**Mailer/ SMS
cycle
automation**

Thank You



Address

#705, Sanvi Towers, Survey of India Colony,
100 ft road, Hi-Tech City
Hyderabad, Telangana, India - 500081



Contact Number

+91 9908009369
+91 9677107237



Email Address

rameswar@edze.in
aniruddh@edze.in