



Ulysses Sales & Marketing

www.msics.com.my



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Making the most of opportunities

Efficiently manage, forecast and report sales throughout all phases of the sale lifecycle. Significantly reduce the paperwork to give you more selling time and reduce the sales cycle.

Ulysses Sales & Marketing provides Sales Managers with a total view of the sales function, with the ability to manage territories, targets and expenses for sales teams and individual sales people.

Ulysses also empowers your sales personnel with everything they need to close the sale—automated quotations and proposals are generated in MS Word are managed with a full integrated document management system.

Each stage of the sales process can be managed within Ulysses, plotting the steps from prospect to customer, while maintaining a full correspondence trail for the relationship.

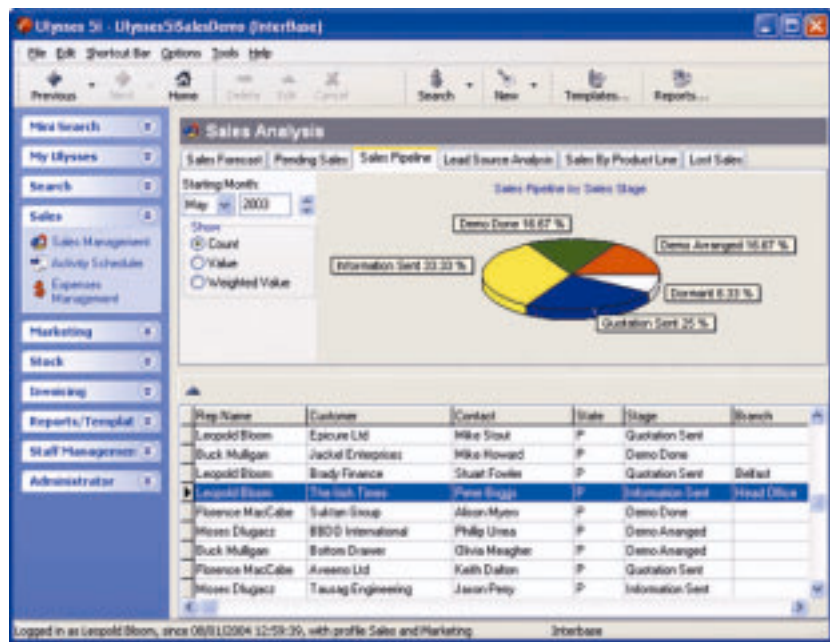
With Ulysses Sales & Marketing you get a 360° view of the customer account so that you can be fully informed and up to date on all your organisations interactions with your customer.

Online modules are available, allowing mobile sales teams keep in touch at all times via mobile phone, PDA or laptop.

Ulysses graphical forecasting gives you an instant snapshot of your pipeline, target performance and product sales to give you and your sales team the information they need to sell more, sell smarter and sell faster.

Ulysses Sales and Marketing, part of the Ulysses Suite, is the only system that your Sales and Marketing Departments will require. User-friendly and feature rich, Ulysses Sales & Marketing is the best way to manage your prospect base.

"With Ulysses, we have the ability to proactively track opportunities from Business Development through Sales Cycle, Ordering, Fulfilment and beyond. We needed a tool that not only supported us in this drive for increased efficiencies but also assisted us in consistently out-performing expectations".
- Paul Ward
(Managing Director)
Ward Solutions



Sales Analysis
Powerful ability for Sales Managers to view, analyse and forecast sales figures.

MSI Computer System (M) Sdn. Bhd.

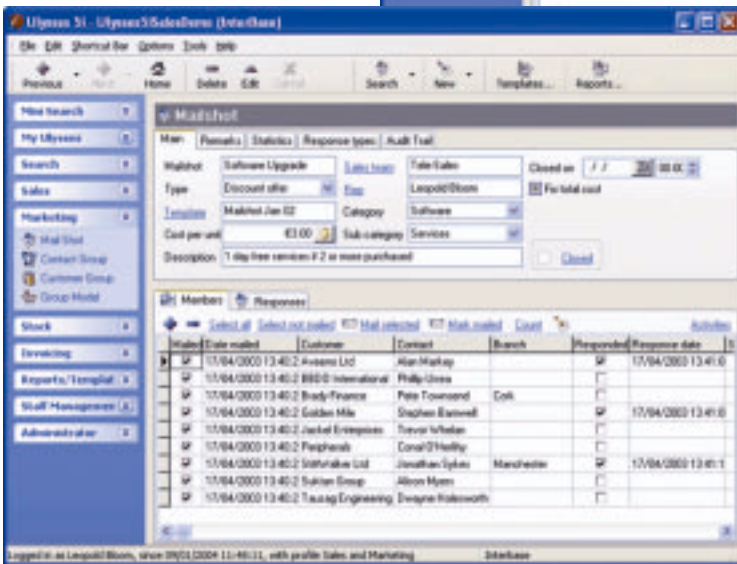
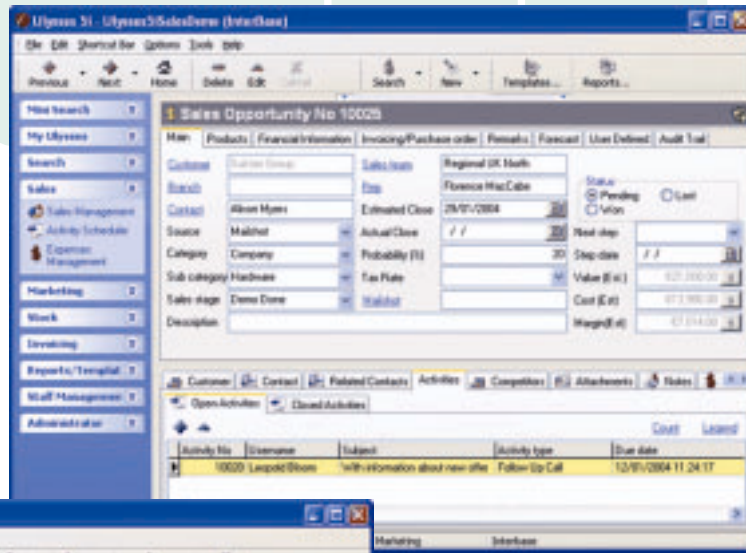
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"Helping You Care For Your Customers"

Manage Sales Opportunities

Log sales opportunities, automatically generate quotations, manage related documentation, tracing the opportunity through the sales cycle to fruition.



Marketing Campaigns
Manage direct marketing campaigns, segment prospects groups, automate mailshots/ emailshots, manage follow-ups and create sales opportunities.

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"Ulysses not only allows us to track requirements, it also provides very useful MIS information for future planning and budgeting. I am very impressed with the solution." - Ken Peare (Chief Executive) Robt. Roberts Ltd.

Sales Management		Marketing Management	
Contact Management	✓	Automated Mailshots/ Emailshots	✓
Account Management	✓	Customer Segmentation	✓
Quotations	✓	Market Segmentation	✓
Sales Forecasting	✓	Permission Based Email	✓
Opportunity Management	✓	Literature Management	✓
Sales Target Management	✓	Product Sales Analysis	✓
Expense Management	✓	Campaign Management	✓
Team Selling	✓	Campaign Costing	✓
Salesperson Performance	✓	Telesales Follow-up	✓
Sales Activity Analysis	✓	Text & HTML Emails	✓

The Ulysses Suite, a family of applications for Service-centric Organisations:
 Ulysses Service Management
 Ulysses Sales & Marketing
 Ulysses Customer Care

Ulysses Facilities Management
 Pocket Ulysses for PDA
 Ulysses Global Web



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