



TE Testing Solutions Pvt.Ltd.

Looking Beyond The Obvious

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SalesAstra

- ◆ In today's fast paced and competitive marketplace right information at the right time and place to the right people is the key to success.
- ◆ The challenge begins from building targeted marketing lists through lead generation activities by sanitizing and enriching the prospect data and follows through to having an efficient contact mechanism. This can be achieved only by skilled team powered by an enabling technology.

- ◆ SalesAstra enables you to identify, qualify, and connect to the ideal customer.
- ◆ Choosing SalesAstra will be your first step towards a more productive sales force.
- ◆ SalesAstra will help your organization shorten sales cycles and accelerate sales effectiveness.
- ◆ You will begin to experience higher response rates and return on your marketing programs due to better targeting, resulting in accelerated sales cycles and more predictable pipelines
- ◆ Increasing your information integrity by eliminating duplicate data records and removing outdated or disqualified Leads and Customers.
- ◆ Accelerating user adoption of the application with clean, up-to-date market intelligence.
- ◆ Consolidating and appending critical customer data through an efficient feedback recording system so that you can consistently analyze and act upon it.



Salient Features

S.No.	Feature	Description
1.	Lead Management	Generate, organize and de-dupe Leads.
2.	Call Management	Manage calls through call center's or Sales rep.
3.	Appointment Management	Manage appointments, communicate to interested parties, escalate deferred appointments and record for future analysis and history.
4.	2 Way SMS	Two way SMS to facilitate communication and easy follow up.
5.	Analytics, Reports and Graphs	In-depth analysis is possible through analytical tools which will help understand the bottlenecks in the sales process and Measure the performance and productivity of Team.
6.	Capacity Planning Product Wise	Based on average productivity, it enables capacity planning, product wise, location wise.
7.	Target Setting Product Wise	Target can be set for the entire Team at the National level and drilled down to the individual sales rep.
8.	Forecast	Sales forecast are available.
9.	Call / Appointment Reminder	User wise calls and appointments reminder.
10.	Flow Control Options	Based on the preference of the Sales Manager the flow of data can be controlled and directed to the Sales reps or call centre.
11.	Call Centre Sharing	Call centre can call leads from any part of the country.



- ◆ Steered by experienced and pragmatic professionals, TETS is a niche company in the Capital Markets domain, providing testing expertise and varied products for the Financial Services and Capital Market industry.

Our repertoire of Talent

- ◆ Our repertoire of skilled and domain specialists would be glad to serve your unique requirements. They are backed with three years of average industry experience and profound exposure to several projects across various domains specializing in Financial Services
- ◆ Our Team has an enviable record of having worked on significant projects in the realm of both development and testing encompassing various domains & technologies. We have successfully completed several projects for each of our clients. This stands testimony to our focus on customer-satisfaction as the end-deliverable of our projects. Proven track record of many successful projects is an endorsement for our capacity to understand and appreciate Functional Expertise.
- ◆ Please be assured of our continuous and prompt service in the future days and years to come for 'SalesAstra' and series of other software packages from our stable.



Contact :

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