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CEDIA Tease: ProjX360 Launches Sales CRM, Proposal Generation Tool

ProjX360 software will unveil its sales CRM, proposal-generation tool and purchase order systems at CEDIA 2016.

Built by a CE Pro 100 integration company, ProjX360 software has added several modules to the platform to help integrators be more efficient and close more sales.

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ProjX360 (booth #8007) announces the launch of its Sales CRM, Proposal Generation Tool, and Purchase Order systems at CEDIA 2016. With these new enhancements, ProjX360 will allow the custom integrator to management a project from the sales process, create a proposal, order the product, and manage the project through completion and into service all in one platform.

Built by integrators, ProjX360's Sales CRM allows integrators to manage and track the entire sales pipeline, which will allow dealers to close more deals more efficiently and give them more time to sell. The Sales CRM system allows CE pros to standardize their sales process with customizable deal templates that they create. Users can create tasks and events for individual deals to keep the most value-added activities front and center.

ProjX360's Proposal Generation Tool allows technologists to quickly and easily create proposals. The user-friendly UI allows users to create professional and

accurate proposals quickly. The Proposal Tool allows users to create custom packages of their favorite systems, so the sales team can create proposals with the systems the company wants to sell. Users can also attach product accessories to products so they don't forget the small stuff.

The software is integrated with Portal (SupplyStream) for product database and Purchase Order distribution and tracking. The up-to-date product database includes specific costs, product information and specifications. The Purchase Order integration streamlines the ordering process by leveraging Portal's robust vendor integration to distribute and track Purchase Orders.

ProjX360's custom reporting allows integrators to customize proposals, create pick lists from them, see what has been ordered, what has been received, what is in the pipeline and much more.

"I am excited to be launching our Sales CRM and Proposal Generation Tool because it allows the integrator to manage their projects from the sales process, create proposals, order equipment, and manage the project through completion and into service all with our software," says Doug Greenwald, founder/CEO of ProjX360.