



# Construction Industry



### An Industry Focused Solution

Selltis is a software solution built from the ground up specifically for industrial organizations, including builders, contractors, architectural firms, building product manufacturers, distributors and other construction-related businesses. Selltis brings together the islands of data that exist in organizations into one database:

- Internal and external communications
- Lead management
- Opportunity management
- Project management
- Quote management
- Pipeline loading
- Forecasting
- Integrated expense tracking
- Vendor tracking

## A Complex Business Process

Doing business in the construction industry is a complex and time-sensitive process, with multiple companies and contacts at every stage—from business development and planning to engineering and operations. Construction firms require real-time management and tracking of critical customer data, projects, opportunities and team collaboration. As companies in this industry experience market growth and consolidation, the need to meet deadlines and maintain customer relationships is more crucial than ever.

Companies in the construction, general contracting and building supply markets need a specialized solution to give their business development, sales, planning and project management teams a way to deliver on customer expectations by keeping the entire team informed and empowered with anytime, anywhere access to key client, opportunity and project information. Selltis provides the right tools to accomplish just that in an intuitive, easy to use system.

Selltis customer relationship management software helps businesses in the construction industry manage complex sales cycles and lengthy project phases across a number of individuals within multiple organizations while building lasting customer relationships.

**Team Collaboration** – All team members access a single desktop application for entering, tracking and managing all client, proposal, opportunity, project and reporting information.

**Project Selling** – Track multiple opportunities on a single project and manage pre-sales as well as post-sale activities using GANTT charts and other project tracking tools.

**Integrated Quoting** – Create estimates for any opportunity and automatically distinguish which vendors or subcontractors are supplying certain products and services on your estimate.

**Bid and Opportunity Management** – Create new opportunities and projects and see summary and detail status updates on bid dates, competition and won bids.

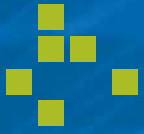
**Vendor Control** – Track individual vendors and determine instantly which ones are available and qualified to work on a given project.

**Contract Review** – Send, receive, organize and report on all outstanding contracts and their status.

**Project Supervision** – See at a glance those assigned to every project and manage tasks accordingly.

**Manage Forms and Documents** – Generate project management or compliance documents. Receive, track and manage revisions of key documents within the system or in conjunction with a dedicated, integrated document management application.

**Time and Expenses** – Enter and assign expenses to be billed automatically in the field or in the office and allocate them instantly to the client and project.



**Selltis** customer

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## Team Selling Solutions for the Construction Industry

### Direct Sales and Channel Sales

Selltis offers a direct sales solution and a channel sales solution. For direct sales, Selltis facilitates management of key account activity, information sharing, and development of competitive knowledge across all departments within an organization with the specific goal of driving sales.

The Selltis WebPARTNER® module captures leads instantly and passes them directly and securely to the appropriate rep, distributor, or agent over the web. Channel partners can provide immediate and ongoing feedback on individual leads or projects, giving regional managers and field sales personnel insight into opportunities being handled by them to provide seamless collaboration.

### Integrate with Current Processes

With Selltis Link for Microsoft® Outlook®, Selltis users can fully synchronize their contacts and

appointments between Outlook and Selltis, making it even easier to manage team communications and activity from within a single application.

Selltis Link for Outlook provides one-way and two-way synchronization between the Selltis and Outlook programs. Industrial teams can transfer information stored in their Outlook address books and calendars to Selltis, enabling all members of the team to centrally access the same contacts and set appointments for the entire team. At the same time, contact details, meetings and other data in Selltis can be easily populated into sales representatives' Outlook. Selltis Link for Outlook also makes it simple for team members in the field to link this information with any database or device capable of synchronizing with Outlook, including Windows CE and BlackBerry.

For more information, contact Selltis at 985-727-3455, or visit the company's Web site at [www.selltis.com](http://www.selltis.com).



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