



SEISMIC

MICROSOFT DYNAMICS CRM

Powered by **Intermedia**

HOLISTIC CUSTOMER MANAGEMENT

Empower your customer's sales force with improved close rates, increased customer retention and shorter sales cycles with Seismic Microsoft Dynamics Customer Relationship Management (CRM) software, powered by Intermedia.

Faster Access to Data

Seismic Microsoft Dynamics CRM allows sales professionals to access useful data quickly, so they can work efficiently and spend more time selling. Our business software solution enables your customers to streamline and automate their sales processes. It also gives their sales professionals a single view of their customer — whether online or offline — allowing them to close more sales and maximize productivity.

Communicate Information Effectively

Seismic Microsoft Dynamics CRM allows you to offer your customers access to intuitive campaign-building tools. This holistic sales management software can also help them maintain detailed information on competitors associated with an opportunity and can track activity based on product, region or other criteria.

With Seismic Microsoft Dynamics CRM, your customers can manage their entire product catalog and maintain pricing levels, units of measure, discounts and pricing options. Set your customers free to create, manage and distribute a searchable library of sales and marketing materials that includes brochures, white papers and competitor information.

Why Sell Seismic Microsoft Dynamics CRM?

When you add Seismic Microsoft Dynamics CRM to your portfolio of services, you have the opportunity to add another high-margin solution to increase your recurring revenue potential. Selling our entire suite of Seismic-hosted solutions allows you to increase customer entanglement. As you add new

hosted solutions to your line card, you increase your potential to add more revenue and become your customer's go-to provider for all other managed services.

Key Customer Benefits:

- **Manage work more easily** — Our software manages customer e-mail, appointments, tasks and contacts from a single business application.
- **Understand customers better** — Give your customers the power to create a centralized, customizable view of their client's preferences, relationships and history.
- **Improved sales qualification** — Enable your customers to find the right leads and establish consistent follow-up processes.
- **Increased success** — Shorten the sales cycle and improve your customers' win rates.
- **Improve communication** — Wizard-driven sales and marketing features are designed to provide automatic updates on new product and service offerings.
- **Sales analytics** — Empower your customers to forecast and track sales, measure performance, and identify trends, issues and opportunities with our flexible reporting tools.

Drive Successful Customer Interactions

- **Targeted resources** — Using our customizable templates, your customers can create and send e-mail messages to targeted prospects and sales leads.



GROWTH INSPIRED — A Bold Vision in Services

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Services
Division

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Microsoft Dynamics CRM Powered by Intermedia

- **Work from anywhere** — Our flexible interface allows your customers to work from virtually any location using the web client or any internet-capable mobile device.
- **Improve data quality** — Our software automatically detects and removes duplicate records.
- **Manage sales and marketing lists** — Import purchased lists to fuel sales efforts; measure effectiveness and maintain lists for annual sales campaigns.
- **Manage contracts** — Add, edit and track contracts associated with individuals or companies.

Manage and Automate the Sales Processes

- **Manage quotes and orders** — Create quotes, convert them to orders, and then track and manage them throughout their life cycles from proposals to invoices.

Sales Contacts

For more information, visit us at www.ingrammicro.com/seismic or call the Ingram Micro Services team at (800) 705-7057, option 5. For questions about our services, e-mail saleservices@ingrammicro.com. For the Ingram Micro Services team in Canada, call (877) 755-5002, option 1 or e-mail services@ingrammicro.ca or visit www.ingrammicro.ca.

Tech Support Contact

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