

## Chass Computer Consultants Pte Ltd (CHASS)



# CHASS

I.T. Fitted To Your Needs

<http://www.ChassAsia.com>

### Chass Computer Consultants Pte Ltd

*"PROMS simplifies my sales process management and informs me when the deals are expected to close."*

Brenda Sim  
Sales Manager

Chass Computer Consultants Pte Ltd

### Solution Overview

#### Prospect Management Systems (PROMS) - Powerful Sales & Automation Tools

PROMS is a powerful sales management tool that helps small to medium size enterprises automate their sales processes and manage revenue forecasts all in one easy to access central knowledge base.

With easy to use tools and the familiar interface of Microsoft® desktop applications, PROMS empowers your sales and marketing professionals to manage day to day tasks like appointments, messages, quotations, proposals and analysis from any location and to share that information with team members over a secure network.

By automating these processes and collaborating such vital business intelligence in an easy to access central repository, PROMS reduces the risks of lost sales leads, delayed communications and misinformed revenue projections.

The system provides:

- Lead Source management
- Accounts and Contacts management
- Opportunities management
- Activities management with Exchange Calendar integration
- Document / Quotation management with Microsoft® Office 2003 Smart Document integration
- Competitor Tracking
- Built in Notifications and Alerts
- Sales Management Reporting
- Advance Forecasting with Analytical Reporting
- Web and Mobile Access

### The Challenge

Sales professionals and senior management need 24 hour remote and local access to information at all stages of the sales cycle, from lead to closure and expected sales revenues.

The PROMS solution meets four key objectives for decision makers:

- Increase sales efficiency and closure by up to 20 – 30%
- Facilitate faster and more accurate reporting features
- Mobility
- Fully utilize a company's Business Intelligence

### Company Profile

CHASS is committed to helping enterprises build, connect and manage their company infrastructure through premier Microsoft based solutions that enhance business intelligence and knowledge management.

Established in 1991, Chass is now a Microsoft® Certified Professional and a Microsoft® Certified Systems Engineer and an Intel® Premier Partner

We have grown to more than 100 employees and have deployed Microsoft based solutions for MNCs and SMEs throughout Singapore and Malaysia and are now moving into Sri Lanka.

### Contact Solution Information

203 Henderson Road #10-13  
Henderson Industrial Park  
Singapore 159547  
Company Telephone: 62 703566

Digital D.N.A (M) Sdn Bhd  
333, Block A, No. 3 Jalan SS7/19  
Kelana Centre Point, Kelana Jaya  
47301 Petaling Jaya Selangor DE

Company Telephone: 603-78032362

Company Web Site URL:  
[www.chassasia.com](http://www.chassasia.com)

Contact Email:  
[sales@chassasia.com](mailto:sales@chassasia.com)  
[JulietSoh@chassasia.com](mailto:JulietSoh@chassasia.com)



## BUSINESS VALUE

### Solution Framework

While PROMS is essentially a sales and marketing tool, it is also a horizontal solution for all team members who track sales revenue performance.

The system provides decision-makers with

- Easy quotation management
- Pivot table analysis
- Capture and analysis of sales data
- Report mobilisation
- Information disseminates to your sales team anywhere in the world.

### Business Value Proposition

#### Track your sales revenue

PROMS is a user friendly solution that leverages existing desktop applications to manage business intelligence, provide rapid access to sales and marketing data, and keeps team members up to date on earnings and revenue forecasts.

Highlights of the PROMS Solution:

- Sales Management Reporting
- Advance Forecasting with Analytical Reporting
- Manage all your customer information, contact information and leads in one single source
- Integrate customer correspondence with your email and schedule
- Efficient sales opportunity follow-ups and enhance sales productivity and performance
- Meet sales goals confidently
- Share information with team members securely and remotely
- Allows sales cycle tracking to follow customers sales revenue
- BI capability and reporting modules to help manage sales and marketing strategies

## TECHNICAL VALUE

### Solution Features

PROMS is a scaleable, easily configured solution that uses existing Microsoft technology and is accessible via Web or mobile connection.

For Developers, it's an easy migration to deploy as PROMS is mainly developed around Microsoft technology and developer tools like .net, C+, VB - all languages that most developers would have.

### Solution Architecture

PROMS is built on the following Microsoft Technology:

- Microsoft® Exchange Server 2003
- Microsoft® Office Visual Studio .Net 2003
- Microsoft® Office InfoPath® 2003
- Microsoft® Office Word 2003
- Microsoft® Office Excel 2003
- SQL Server 2000

### Solution Description

PROMS provides management, sales and marketing teams with tracking and monitoring tools for sales and revenue tracking, business intelligence capabilities, plus Web and mobile access to vital business information.

The solution is easily configured, maintenance free and uses existing hardware and software. PROMS is scalable and grows on top of your existing technology yet is easily customised to suit any organisation.

### Solution Benefit

- Accounts and Contacts management
- Opportunities management
- Activities management with Exchange Calendar integration
- Document / Quotation management with Microsoft Office 2003 Smart Document integration
- Competitor Tracking
- Built in Notifications and Alerts
- Sales Management Reporting
- Advance Forecasting with Analytical Reporting
- Web and Mobile Access