

بسم الله الرحمن الرحيم

موضوع: انتخاب CRM مناسب برای یک شرکت تجاری

استاد: اعظم امامی

ارائه از: سید امیر حسین حسینی

Services

خدمات

هسته يك تجارت آنلاين چيست؟

# لیست خدمات

CRM

CMS

ERP

STORE

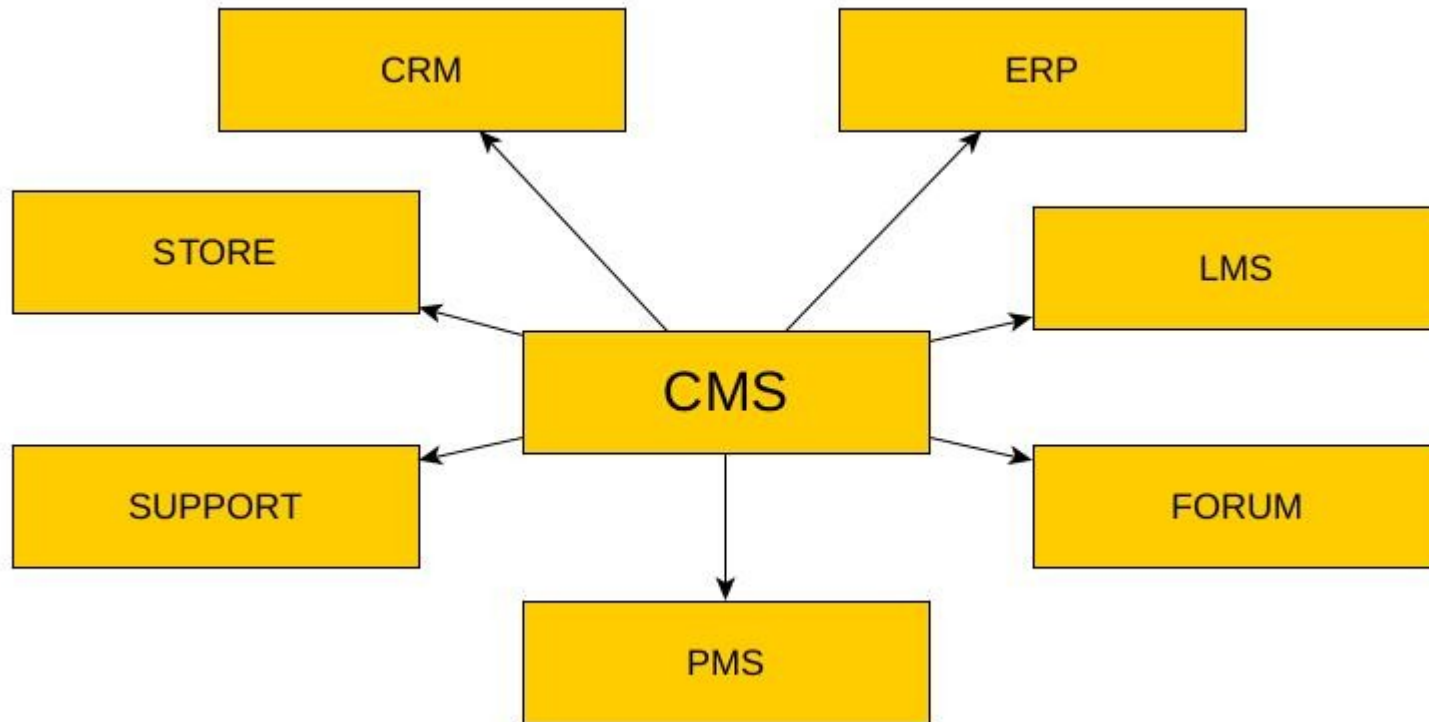
LMS

SUPPORT

FORUM

PMS

## خدمت اصلی یا انتخاب هسته





# JoomCRM

## JoomCRM

Organize your sales  
and grow your business



JoomBoost.com



# Main Features

- Contacts management
- Leads management
- Deals management
- Companies management
- Tasks and events with calendar support
- Goals management
- Predefined and custom reports
- User dashboard
- Notes management
- Documents management
- Activities log
- Forms builder
- Data import
- Mobile friendly
- Email inbox integration

### Latest Activities

Item	Action	by	Occurred
<a href="#">Mini Buss</a>	Description was changed	Marty Wichser	11 hours
<a href="#">Mini Buss</a>	Start Time was changed from '2024-05-02 06:00:00' to '1900-05-01 07:00:00'	Marty Wichser	11 hours
<a href="#">Mini Buss</a>	End Time was changed from '2024-04-30 05:00:00' to '1900-05-01 15:00:00'	Marty Wichser	11 hours

### Tasks & Events

Tasks for [me](#) ▾

☰ View All

#### Late Items

[Mini Buss](#) ▾

📅 01/01/70 (4:47 AM)


▾

📅 01/15/24 (1:00 PM)  [Tony\\_test](#)

▾

📅 01/22/24 (1:00 PM)

[Greg Willson](#) ▾

📅 01/24/24 (1:00 PM)  [George Jones](#)

[aaaaa](#) ▾

📅 02/01/24 (6:00 AM)



# Deals

+ Add Deal

Show  for  in  closing  named

deal(s) matched. There are 17 deal(s) in your account.

<input type="checkbox"/> Name	Company	Primary Contact	Amount	Status	Action	Due Date	Expected Close	Contacts	Notes	Created	Mo
<input type="checkbox"/> <a href="#">actief</a>	<a href="#">ABC Store</a>		\$ 0.00	Qualified Lead						02/03/2024	04
<input type="checkbox"/> <a href="#">ashley_x</a>			\$ 167.00	Lost			03/11/2024			03/11/2024	03
<input type="checkbox"/> <a href="#">DUF0UR</a>			\$ 4,500.00	Negotiation		02/29/2024	02/09/2024			02/09/2024	04

- Qualified Lead
- Request for Info
- Presentation
- Negotiation
- Won
- Lost

Select Columns



# People

+ Add Person

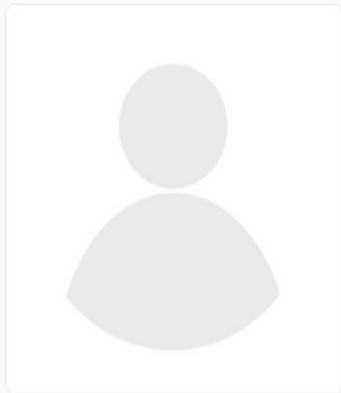
Show  owned by  who  and with status  named

3 people matched. There are 13 people in your account.

Select Columns

<input type="checkbox"/>	First Name	Last Name	Company	Email	Phone	Title	Type	Notes	Cour
<input type="checkbox"/>	 <u>First</u>	<u>Last</u>	Not Specified	test@test.cm	03 983498		Contact		
<input type="checkbox"/>	 <u>Tony</u>	<u>test</u>	Not Specified	coreythompson3954@yahoo.com	4045555555	Warm	Referral		Lead

- None
- Archived
- Hot
- Warm
- Follow-Up
- Cold



# Tony test

Edit

Details

Notes

Deals

Tasks & Events

Documents

Latest Activities

Total Pipeline

\$ 0.00

Won Deals

\$ 0.00

Last update

04/27/2024

Phone 4045555555

Mobile Phone

Home Phone

Fax

Email coreythompson3954@yah...

Company:	Not Specified	Position:	<a href="#">Edit</a>	Status:	Warm <span style="color: purple;">●</span>
Owner:	Marty Wichser <span>▼</span>	Type:	Lead <span>▼</span>	Source:	Referral <span>▼</span>

# Companies

+ Add Company ▾

Show

owned by

in category

named

all companies ▾

me ▾

any category ▾

anything

13 companies matched There are 13 companies in your account.

Select Columns ▾

<input type="checkbox"/> Name ↑	Owner	Category	Phone	Fax	Email	Address	Country	Next Task	Due Date	Description
<input type="checkbox"/> <a href="#">ABC Store</a>	Marty Wichser		01234567890	NA	hello@yahoo.com	123 Road, Cityville Pembs, SA73 UK	UK	dada	01/27/2024	
<input type="checkbox"/> <a href="#">Brahim KALLEL</a>	Marty Wichser		+33183622657		bkcentury@gmail.com					

# Calendar

List View



Marty Wichser

## May 2024

Today



Sun	Mon	Tue	Wed	Thu	Fri	Sat
28	29	30 7a task 2024 7a Día de la Tierra 7a dwkn	1	2	3	4 hunde
5	6	7	8	9	10	11 6a Payment due hunde

# Goals

+ Add Goal

Delete Goals

## Leaderboard

Showing leaderboard for goal dicembre

Marty Wichser



\$200 cash won.

## Individual Goals

Showing goals for me

dicembre

by 03/17/2024

\$ 200.00 out of \$ 50.00

400% Completed

Get more deals

by 04/01/2024

12 out of 10 deals created.

120% Completed

# Sales Dashboard

Select report type ▾

Showing sales dashboard for

me



From

01/01/24

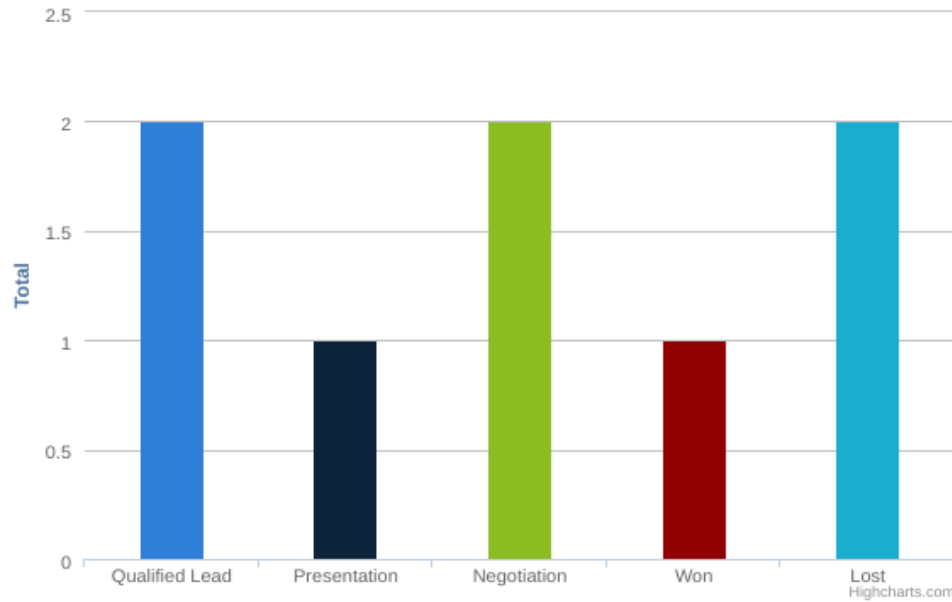


To

12/31/24



### Deals By Stage



### Yearly Commissions



### Yearly Revenue

+ Add Task



Task

Assignment

Date

Name\*

Description

Public

Type

Call

Call

Milestone

Appointment

Email

Todo

Fax

✕ Cancel

Save



# Pricing

## JoomCRM Pro Edition

**\$ 79.00**

/ 1 year

**12 months** free software updates and support ⓘ

Unlimited Installations

Open source & Lifetime software usage

Priority Support (1 domain)

[Purchase Now](#)

## JoomCRM Developer Edition

**\$ 139.00**

/ 2 years

**24 months** free software updates and support ⓘ

Unlimited Installations

Open source & Lifetime software usage

Priority Support (1 domain)

[Purchase Now](#)

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با تشکر