



GREAT RELATIONSHIPS OUTSTANDING RESULTS WITH CRM FOR OUTLOOK



SELL MORE



INCREASE PRODUCTIVITY



ORGANIZE YOUR WORK



FIND THE RIGHT INFORMATION



ENHANCE TEAM COLLABORATION

Grow your business by building strong connections with people that matter

CRM FOR OUTLOOK provides instant access to essential information and makes it easy to perform SAP Business One tasks from within in Outlook, enabling employees from all departments to respond swiftly and accurately to leads, customers and suppliers.



"CRM FOR OUTLOOK IS THE PERFECT CRM INTEGRATION TOOL. YOU CAN ACCESS THE RIGHT DATA IN JUST A FEW SECONDS DIRECTLY IN OUTLOOK."

Benny Brand, Consultant

Connect your **business** to **people**

Successful companies excel at establishing meaningful relationships with their business partners, whether they're leads, customers or suppliers.

Even companies with irresistible products and services can fail if they don't make and maintain the right connections. After all, deals are closed by people interacting with each other and forging trusted working relationships.

One-time customers won't make your company grow. Leading a business to success relies on gathering a base of loyal and satisfied customers, and building solid relationships with suppliers is equally as important.

Your company needs to provide a flawless experience to its business partners at every step of the way, and the key principles for success are:

- 1. Instant access to accurate information**
- 2. Respond quickly to business partner requests**

CRM FOR OUTLOOK is the ultimate solution for developing great relationships inside and outside your business, delivering the key benefits which will drive your company to achieve outstanding results.



Key **benefits** and **features**



SELL MORE

CLOSE YOUR DEALS

Create and track sales opportunities, driving their progress through each sales cycle stage.

MANAGE ACTIVITIES

Follow up on your sales opportunities, never letting them get cold.

KPIs and CHARTS

Keep track of your progress with out-of-the-box sales widgets.

MAILCHIMP INTEGRATION

Easily create email lists for your marketing campaigns using B1 MailChimp.



FIND THE RIGHT INFORMATION

SHORTCUTS TO SAP

Navigate to documents and reports in SAP Business One with a single click.

CUSTOM REPORTS

Run your own reports and charts from B1 Usability Package.

CUE-CARDS

A handy summary of open SAP Business One items.

TIMELINE

View recent interactions with customers and suppliers.

SEARCH TOOL

Look up throughout SAP Business One for contacts, emails, phone numbers, addresses and more.

DATA SOURCES

Get data from multiple SQL or HANA databases.



ORGANIZE YOUR WORK

CALENDAR SYNCHRONIZATION

SAP Business One activities and Outlook calendar entries always in sync.

TO DO LIST

Work proactively by always knowing what to do next.



INCREASE PRODUCTIVITY

STAY IN OUTLOOK

Work from the familiar Outlook environment, saving time and enabling users to get up and running quickly.

CREATE SAP DOCUMENTS

Use Outlook to add or update sales documents, activities, service calls and business partners' records and to view purchase documents and invoices.

SAP CONTEXT-SENSITIVE TAB

Access all relevant information about business partners in one place.

MyDATA TAB

Quickly manage your activities, documents and reports from your own personal tab.

GOOGLE MAPS INTEGRATION

View the location of business partners' addresses and get driving directions on the fly.

MAKE CALLS

Conveniently call to SAP Business One contacts using VoIP applications such as Skype.

WORK ON THE GO

Use Outlook to access SAP Business One data, just by having an Internet connection.



ENHANCE TEAM COLLABORATION

TEAMWORK

Keep all employees up to date through company-wide access to CRM FOR OUTLOOK.

EMAIL TRACKING

Link important emails to SAP Business One records, providing your team with a history of all communications.

SHARE FILES

Attach files to SAP Business One using integrations with Dropbox, Amazon S3 or FTP.

REPORT ABSENCES

Let others know when you're not available or see all absentees in your organization.

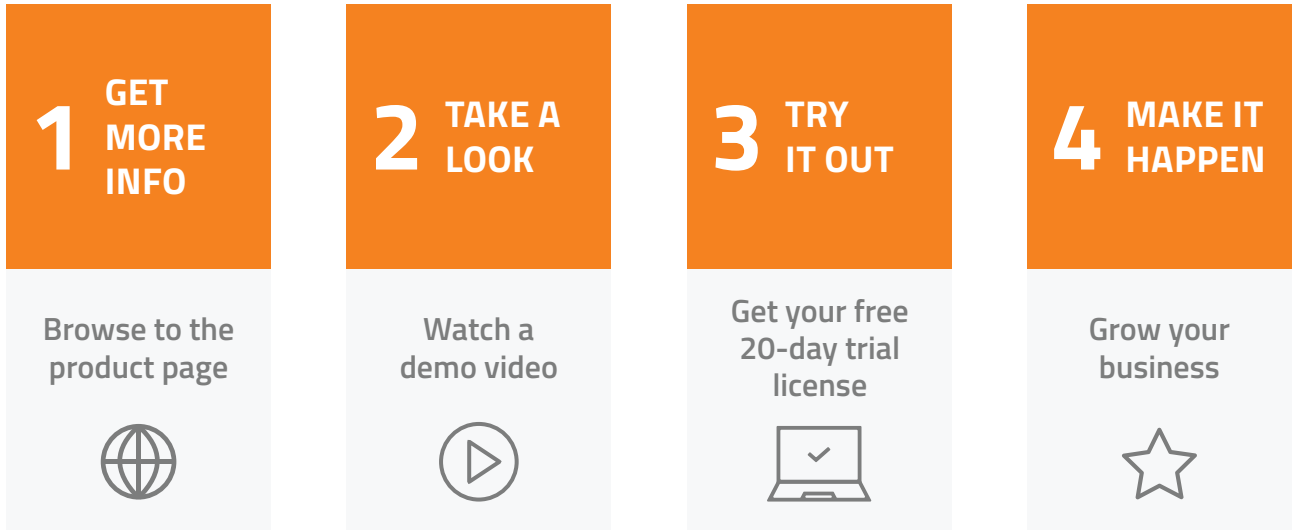
Get more benefits by using our **integrated solutions**

 **B1** USABILITY
PACKAGE

 **B1**
MAILCHIMP



Next steps...



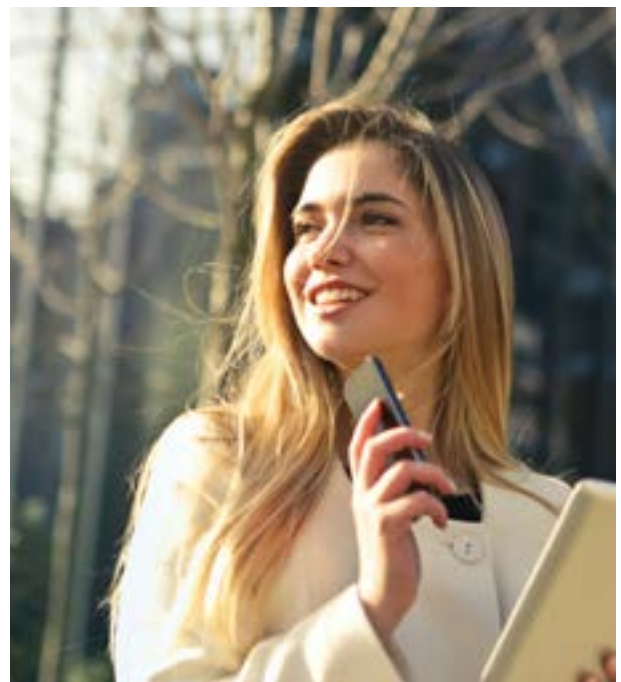
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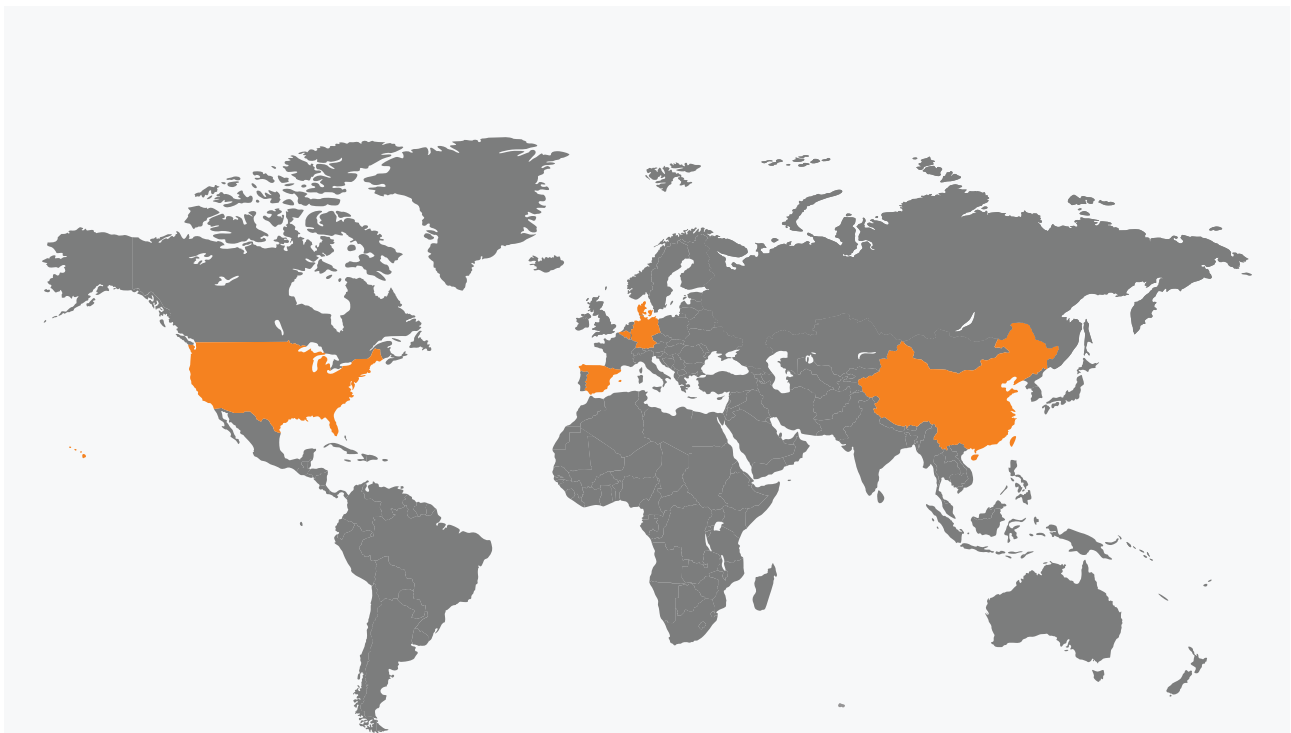
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Boyum IT - Industry leading solution provider

Boyum IT is the largest and best-known global software solution partner for SAP Business One. We are a member of SAP Partner Solution Council and were honored to receive more than 17 SAP awards. Among them are SAP Global Solution of the year and People's Choice which we received in the last 2 consecutive years of 2016 and 2017. We have the largest partner and customer ecosystems with presence in more than 90 countries and more than 120,000 users.



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