RELATIONSHIP MANAGEMENT (XRM)

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Overview

XRM software is the widely implemented business strategy for managing and nurturing long-lasting profitable any third-party relationship.

ATMIT XRM's robust software allows acquiring and retaining customers, improving customer loyalty, gaining customer insight, and implementing customer-focused strategies. The focus of XRM is to develop two-way, mutually beneficial relationships with strategic supply partners to deliver greater levels of innovation and competitive advantage.

ATMIT XRM module helps upper-level management and employees involved to get an in-depth look at company's financials and customer/supplier patterns that may indicate the future of the company.

This solution allows you to focus on the central capital of your business: the relationship with your customers, suppliers or any third-party involved in your organization.

YOUR IT PARTNER

Main Features

- User friendly Web interface

- Third-Party Management by category: Lead, Opportunity, Customer, Supplier, & Lost

- Ability to define Third Parties as business cards, contact persons & addresses

- Scheduled/Actual calls, meetings and e-mails: tracking management

- Calendar showing scheduled and actual actions.

- Claims' management

- Third-Party Aging report (identify the last transaction with any third-party)

- 360 Degrees reports
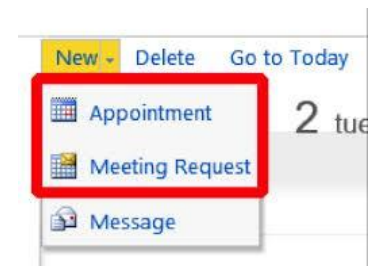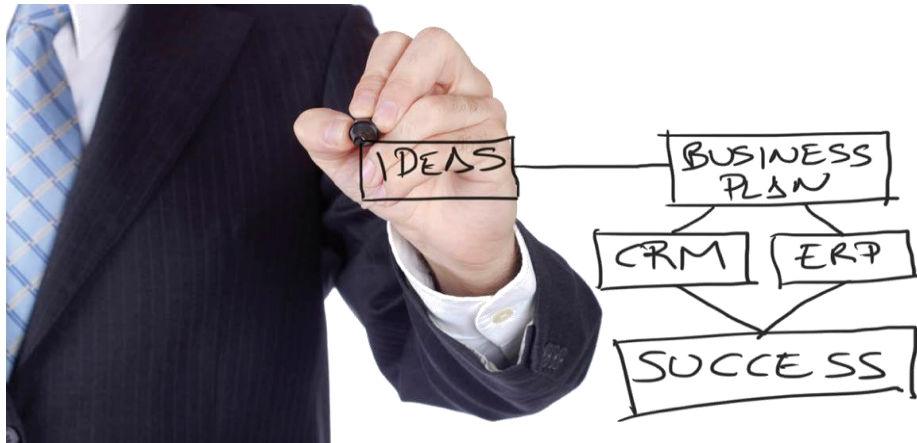
Benefits

The key objective of relationship management is to streamline business processes and enhance the management of the third-parties' actions and approaches. This leads to more satisfied customers and better understanding of all the parties involved in the business. ATMIT XRM provides companies with an important competitive advantage and enables it to exploit new markets.

- Automated Analytics and Reporting

- Better Coordination and Cooperation

- Faster Lead Generation

- Third-party 360 degree wide report information

- Customer knowledge reveals potential for development

- Increasing customer retention

Contact us

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