QGate

We make CRM work

Empower your Team with QGate's
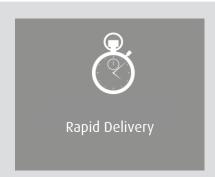
CRM QUICK START SOLUTIONS

Ideal for small teams looking for an affordable CRM solution, or larger ones in need of a proof of concept. QGate's **CRM Quick Start Solutions** will enable your business to benefit from Microsoft Dynamics 365 at a low & fixed price.
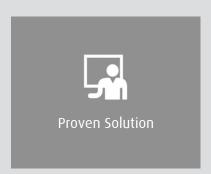
Minimise risk, start small, and scale as you need

Start with what you need today, and scale as your business evolves. With QGate's CRM Quick Start Solutions, it is easy to adapt the existing system to support your growth ambitions. Begin with a small investment and get return from that, before extending it further. With QGate's guidance and collaborative approach we will work towards agreed objectives so that together, we'll deliver what matters most to your team. You know your business; we know what it takes to make a CRM project a success, and how to avoid the pitfalls. That's why we make CRM work.

Explore the benefits of QGate's CRM Quick Start Solutions

Rapid Delivery

Quick installation and delivery minimises the disruption IT projects often cause to organisations. Your team will remain focused on the business, and you'll have no budget surprises.

Fast User Adoption

Starting with a small group of users allows you to involve them from the start and to have the functionality they actually need. It helps you to get users on board and comfortable with the new system very quickly.

Faster ROI

CRM Quick Start Solutions take days to implement, instead of months. The sooner you give it to your users, the sooner you start improving your customer engagement.
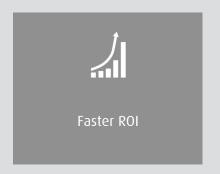
Proven Solution

You'll benefit from our experience in tailoring these solutions to a number of businesses in several industries. If we feel that this is not the best option for you, we'll tell you.

Scale As You Grow

As you close more deals and grow your business, you may want to extend your CRM solution to more users, and to other departments. You may do so, at any time.

Results From Day One

With this solution, users *hit the ground running*. You and your team will see immediate results, taking advantage of the capabilities of your new CRM system, from day one.

QGate's CRM Quick Start Solutions

Choose the best option for your business

When it comes to deciding which CRM solution fits your business, there are several factors to consider. Here is a simple comparison to help you decide which Quick Start Solution is best for you, or if you need the full Microsoft SureStep CRM project approach instead. Please get in touch if you require additional information.

	Quick Start (£3,995)	Quick Start Plus (£9,995)
Target department	Sales only	Sales/Marketing or Service
Typical no. of users	Up to 10	Up to 30
Delivery time	2 - 3 weeks	3 - 6 weeks
Scoping workshop	No	Yes - 1 day
Setup Dynamics 365 Site	Yes	Yes
QGate Start Point Solution	Yes	Yes
Enhanced Lead Management	No	Yes
GDPR Lite	Yes	Yes
GDPR Management Solution	No	No
Outlook integration	Yes	Yes
SharePoint integration	No	Yes
End-user training	Remote only - up to 4 hours	Train the trainer - 1 day - on site
Admin training	No	Yes - 1 day - on site
Data Source	Customer populates template provided	Customer populates template provided
Data to be imported	Data Group 1 - up to 4 hours	Data Groups 1 and 2 - up to 10 hours
Paribus Interactive	No	3 months free (10 users min.)
Mobile client configuration	No	Yes
Agile configuration	Yes - up to 10 hours	Yes - up to 5 hours
Scoped configuration	No	Yes - up to 15 hours
Customisation	No	Yes - up to 6 hours
Project Management	3 hours	6 hours
Coding / development	No	No

DATA TO IMPORT

GROUP 1
- > Accounts (companies)
- > Contacts (people)

GROUP 2
- > Leads (enquires)
- > Tasks (things to do)
- > Meetings
- > Phone calls

WHAT IS

CONFIGURATION
- > Business units   > Users
- > Security roles   > Auditing
- > Field security   > Solutions
- > Teams

CUSTOMISATION
- > Fields   > Dashboards
- > Entities   > Relationships
- > Forms   > Views

QGate Quick Start Solutions are based on Microsoft Dynamics 365. Microsoft licences are not included in the solutions' delivery price. Integration of Microsoft Outlook and Microsoft SharePoint are subject to the customer having such systems already in place and in a compatible version.