ChemieTrade-CRM

Chemical Business Development Redefined

Software specifically designed for Chemical Sales Professionals

Aqantas

Our CRM is running successfully since 2001, catering specifically to **Import / Export** businesses from the versatile Chemical Industry.

We have successfully implemented this Custom Designed CRM Application which is directly integrated with our existing product "EXIM – Indent" designed specifically for Chemical Import / Export Businesses & Indenting Agents Worldwide. Our customers being in this business for the last 3 decades have improved customer satisfaction ratio after implementing our customized CRM Solution. This is a Simple Solution which is designed based on their actual methods of functioning in the Chemical Industry.

CRM is completely aligned with the Chemical Trading & Indenting Agents business process using disciplined Business Process Re-engineering methodology as an when the business changes.

Technology at work for you

The Smart way to grow your CHEMICAL BUSINESS

IT'S TIME U KNOW WHO'S YOUR BEST BUYER / BEST SELLER & BEST BUSINESS DEVELOPMENT EXECUTIVE

- Send RFQ to Sellers requesting to Bid on your Enquiry
- Send RFQ to Buyers if you are catering to only Specific Sellers Or Manufacturer for Specific Products
- Send your Best Offer ON THE SPOT when your currently negotiating with your Buyer

Perform all the above on a SINGLE MOUSE CLICK



Direct Marketing – Customer Visit Reporting



Get rid of all your Excel Spreadsheets and Word Documents which are used for preparing a Visit Report, after visiting your Customer[s].

We have designed a Visit Report Form which can collect information from all your Business Development Professionals and have them stored in one single centralized location.

Visit Details Products discussed Minutes of Meeting Major Discussion[s] My Plan of Action CEO/Directors comments



Visit Details - Record the entire objectives / purpose of visiting your Buyers or Sellers



Products Discussed - Capture in detail all the Products your Buyers require for their current & future projects & perform a regular follow-up to have them delivered



Minutes of meeting - Capture the entire minutes of meetings you have with your Buyers so in your next visit to him you know exactly what was discussed in your earlier meeting.



Major Confidential Discussions - Record in detail the confidential discussions that took place which you would want only your Seniors to look into . With the mini security model in place these discussions can be hidden from your juniors.



My Plan of Action - Make a Strict Note of What needs to be done immediately to fulfill this buyers request when you return back to your office. A mini workflow management system allows you to deligate tasks to your subordinates, and have then monitored by yourself.



CEO/Directors Comments - Your Seniors can view your entire Visit Report upon which they can add in their comments or suggestion to help guide you, as to how to handle this transaction.

Execution of your PLANS after visiting your Customer[s]

After returning back to your office there are a series of Activities you may want to trigger. Each Activity can contain one or more Task[s]. A single human cannot handle all the activities all at the same time, this is when he would delegate some tasks from each activity to his subordinates/juniors to help him achive it. Our CRM allows you to delegate each task to a single person OR many tasks to many different people OR many tasks to the same person.

M	y Plan of Action						
	Plan of Action	Assigned to	%done	Spl Instructions	Dt assigned	Deadline	Priority Completed
-	Sample Plan of Action 1	Internal Resource External Resource	50 👻	Pls send sample to	28-Aug-2013	30-Aug-2013	Hot 🔻 Pending 💌
	Sample Plan of Action 2	Denzel D'M 🕶 🔜	60 🔻	Pls speak to Seller	28-Aug-2013	30-Aug-2013	Hot 💌 Pending 📼

The above diagram is a Real Screen shot from our Live CRM application, which is applicable only for Internal Resource Assignment. You can provide special instructions for handling this task to the person whom you are assigning this task. You can provide a Deadline so he/she knows her target date of completion.



Screen showing all tasks which are assigned to the user who has logged in

Task[s] based on Visit Plan of Actions

		Task Source	Cater to	Plan Of Action	% Done Spl instructions	AssignDt	TaskDeadline Status
•	Hot	 Manish M Bate 	Buyer-Aurobindo Pharma Limited.	Sample Plan of Action 2	60 🔻 PIs speak to Seller	28-08-2013	30-08-2013 Pending 💌
*	Hot	•			0 🗸		Pending 💌

How a user updates his task completion status

Plan of Action	Assigned to Internal Resource External Resource	%don	e	Sp Instructions	Dt assigned	Deadline	Priority	Complete
Sample Plan of Action 2	Denzel D'M 🔻 🐨	60	•	Pls speak to Seller	28-Aug-2013	30-Aug-2013	Hot	Pending
	▼ 🦁	1	^		15-Sep-2013		Hot 🔻	Pending
		30	ľ					
		35	Us	er updates how	much percent	of the task is	comple	ted. If
		40		0% selected ther				
		45		ompleted".			,	
		50		ompiered .				
		55						
		60						
		65						

Direct Marketing Visit Report Preview



Action to be taken: To get a better price for Va to the Customer's Vendor Development Depart My Suggestions Sample My Suggestions Products Suggested Sample list of Products Suggested References achieved Reference Name Mobile
 Ref Co 1
 9090
 Ref Contact Perso

 Ref Co 2
 8080
 Ref Contact Perso
 Directors Comments When you sign up with Aqantas for the implementation of your Indentin disciplined study on your existing network infrastructure & your current b Products Discussed Req Type For Project Qty requi Future Projects Benzyl XYZ 500.00 Salicylamide Current Projects Benzyl XYZ 500.00 Plan of Action Plan Of Action Internal Assigned To External Sample Plan of Action 1 Manish M Batola

commercial aspects before calling for a sample

Visit Reports can scale up to unlimited number of pages, depending on your contents being captured. The above is an example of a side by side multi-page report preview.

Visit Reports can now be sent immediately by email to your seniors at the same time printed on your favorite printer.

Visit Reports are now stored in a Centralized Database and can be accessed by only individuals who have certain access privilege's to your report content.

Visit Report Printing using only a Mouse



- Above are basic reports which we provide for Previewing and Printing your Visit Reports.
- Visit Reports can also be sent directly to Excel for you to analyze them further
- These reports can be immediately sent via email to your seniors again by using a mouse.

Current Implementations

Agarwal Chemical Agencies	
Aggreem International	
→ Chika Ltd	
CAPCO International	ļ
EuroAsian Chemicals Pvt Ltd	
Survival Technologies Pvt Ltd	
→ Heer Pharma Pvt Ltd	
Musk & Fragrance - Auromatic Indenters	
Pacific Agencies	
Popawalla Chemicals Pvt Ltd	
Rumit Group of Companies	
→ Rumit Lifecare	
Research & Resources International	
→ Shah TC Overseas Pvt Ltd – New Delhi	
Standard Ganpati EXIM - Indenting	
Swan Trading Corporation - Egypt	
Trichem Group of Companies	
Vital Chemie Corporation	
Vital Chemie EXIM Pvt Ltd	
Yasham Imports	
Yasham Exports	
→ to name a few	



CRM Chemical Business Development

Software

CRM now let's your Customer receive a Quote for their Chemical request in a matter of minutes.

CRM now let's you send a Purchase Request to your Manufacturer in a few mouse clicks.

If you are into Indenting Business, CRM can easily integrate with your Indenting Software supplied by Aqantas. (2 B Purchased Separately)

This is a Chemical Business Development Software specifically designed for your Sales/Marketing/Sourcing Team[s] of any Chemical Business

BUSINESS DEVELOPMENT CRM



Based on the 3 pillars of relationship

New **Leads** converting to an **Opportunity** are all interrelated until they convert to a **Sale**. **DIRECTORY SERVICES**

Choose a Customer – You get to know all the Products he consumes

Choose a Supplier – You get to know all the Products he manufactures

Choose a Product – You get to know who are your Buyers, Sellers for that product.

Price Hunting Scenario Earlier

When your marketing team gets a customer enquiry for a product, they start physically hunting file cabinets, email in-boxes and other correspondence JUST TO GET THE LAST BEST PRICE OFFERED BY YOUR SUPPLIER for that product.

Time Spent : Hours / Days & @ times a Week to revert back to Customer

Price Hunting Scenario TODAY

Enquiry capturing terminates

Today a **Single Mouse Click** in the **Chem-CRM** Software can bring you all the price information in a matter of seconds. **This process is tried and tested over the last 10 yrs.'** with our customers using our Indent Management Software.





Customer Enquires for Product Product name submitted to CRN This reduces human effort by 90% CRM Sources Suppliers for the Product Supplier Price Information CRM fetches Suppliers from (+)-1.1'-Bi-2-NAPHTHOL DIMETHYL ETHER -Ŧ sent directly from the Supplier[s] various sources with Best Prices (-)-TRANS-4R-(4-FLUOROPHENYL)-3S-HYDROXYMETHYL-N -aa . TIMOLOL MALEATE EP/USP (SUITABLE FOR EYE DROPS) - 8 -• Customer Offer created within a minute Ŧ lier Price Informatio Supplier Price Information integrated directly into gathered from Company's the Indent Manag Knowledge Database Offer emailed to Customer Software

Business Process Re-Engineered for Efficient Quality

Automated commission Lookups



CRM remembers the Commission's your Supplier offered per product on all his previous Indents

(Requires Import/Export Indenting Software)

One Click Offer Generation

On a single mouse click you can generate a Customer Offer when the Customer is actually speaking to your Business Development executive on the phone.

The offer can be sent in secure PDF format by email again on a single mouse click.

Customer Offer



Dear Sir/Madam,

As per your enquiry dated 15-11-2011 for the products mentioned in the following table, we are pleased to submit you our offer as follows.

Product details							
Product[s]	Qty	Currency	Price	Amount			
(-)-TRANS-4R-(4-FLUORO PHENYL)-35-HYDROXYMETHYL-N-METHYL	12	Swiss - CHF	200.00	2,400.00			
(±)-1,1'-Bi-2-NAPHTHOL DIMETHYL ETHER	50	US - US\$	600.00	30,000.00			

Opportunity Follow-up Tracking

Nxt Contact Date	-
▼ 16-10-2011	Let Outlook Remind me
	Let Outlook Remind me
86,450.00 E	Enquiry Status Open V Close
	• 16-10-2011 • •

Follow-up tracking is integrated with Outlook. Outlooks will pop-up reminders to call your Customers for their Pending Enquiries.

Direct link to Outlook Calendar



Chemical Product Development Classifications as per your style



Let our Engineer know the kind of Classification you're looking for and we will design it for you, your way.

(Cost & Time will apply on long implementation time frames)

This feature Reduces Human Effort by 90%

RFQ On a Click

On a Single Click request for a quotation from either your Sellers or Buyers depending on your business direction, (Whether for Imports or Exports).



Bids from Buyer are invited when you cater to specific products for their specific products manufactured by them



Supplier offer tracking

Product[s] offered	Qty in Units	Qty	Rate In Units Currency	Price
AMBROXOL HCL	KG 💌	1	CIF 😈 US - Dollar 🗸	80.0
BUFLOMEDIL HCL	KG 💌	1	CIF 😈 US - Dollar 🗸	100.0

EXIM EMS helps you keep track of all product offers given by your suppliers in multiple currencies under various types of units.

Directory Services

			<u>C</u> ustomers		
	CENTAUR CHEM	AICALS PVT LTD			
			<u>P</u> roducts used		
	Lumefantrine				
	S-(-)-3-(TEBT-F	UTYLAMINO)-1, 2-PROPANE	DIOL		
					<u>S</u> uppliers
			Aqantas Software - Philippines		
B:					Products supplied
Directory Services			Agantas Product		
Explore Customers					
Explore Suppliers					
Explore suppliers			Product Aqantas Product	Price Dated Court	
Explore Products			Agantas Product	03-Oct-2011 USA	Dollar US\$ Rs.450.0
-				02-0ct-2011 USA	Dollar US\$ Rs.300.
	*	duct URL: http://www.chemfindi			
<u>P</u> roducts Igantas Product	FIC.	http://www.chemfindi	t.com/product-search.php	9	99
<u>C</u> ustomers				Rare Earth	Elements
		Chamfi	dit	and the second with	Clickforr
bbas (Test)		🛛 💑 Chemfii	IUIL VS		Home
		49			
			Buy, sell	& trade	Clic
			with manufactur	ers across the glol	peto
		Recent Searches: Arsenic		Search	Product
<u>S</u> uppliers	_			Search	1 louder
Agantas Software - Philippines					
Aqantas Software - Test Supplie	er	Browse	Product Search	K	
Batola Associates		Home	Search over 684,000 products		
		Particular and a second s	.ast Price Offered		14672
					Aqantas Product
Invite price quotes from selected Su	uppliers 🗸				

LOST Business Analysis

Our customers are reaping the benefits of exactly controlling the area's where they were losing business earlier.

The below Pivot table helped them analyze their lost business for specific reason[s] periodically.





EMS - 2010 Ver 1.0	==	Lost Enquiry Analysis
Select by Date -		

		Deal Status	•	
ian ian ian		Lost	Won	Grand Total
	-	+ -	+ -	+ - Total Enguiries
OK Cancel supplier, Indentor.	+	16	and the second second	19
Customer not naving LC Limit Blocked by Bank	+	1		1
Delivery schedule (the customer is not comfortable wit	1 =	1		1
For costing purpose only	+	59	14	73
Further customer did not confirmed the order	+	3	1	4
Prices not workable (means that the customer is not co) =	40	5	45
Product/Producer not approved with the customer.	+	1		1
Terms of payments (the supplier is not comfortable with	hŧ	1		1
The customer did not respond, was contacted a numbe	r ‡	10	1	11
The enquiry was for their costing purpose	+	7	9	16
Grand Total	+ -	139	33	172

Periodic Marketing / **Sales Force wise** performance tracking. For enquiries handled between a certain time span

Analyze by Period 👻 Chemical Name 👻 Enquiry Status 👻

All

	Enquiry Period -							
	1/1/2012 - 1/2/2012	1/3/2012 - 1/4/2012	1/5/2012 - 1/6/2012	1/9/2012 - 1/10/2012		12 1/13/2012 - 1/14/20		
	+ -	+-	+-	+-	+-	+-	+-	+ -
Sourcing employee -	 Total Product T/O 	Total Product T/O	Total Product T/O	Total Product T/O	Total Product T/O	Total Product T/O	Total Product T/O	Total Product T/O
Amit S'	-				73,000.00			32,400.00
Arun	+							
Jyoti :	± 370.00		61,200.00					
Kailas	± =		3,060.00					
Kapil	+			73,150.00	158,000.00			30,020.00
Kartik	+	56,100.00			120,950.00			
Manis	+			768,000.00	53,400.00			17,650.00
Manis	+							
Mehu	+							
Neha	+		84,000.00	110,000.00	27,500.00		56,000.00	45,000.00
Nitin	+							
Preeti	+							
Ramit	+		56,440.00			28,640.00		
Shallu	+	41,690.00	20,300.00	930,815.00	3,970.00	1,358,640.00		9,048,422.00
Sonan	*				341,300.00	28,000.00		21,500.00
Tanu	+	56,780.00	40,000.00	197,500.00	384,000.00	64,400.00		334,400.00
Yogesh	-				361,600.00			150,050.00
Grand Total	± 370.00	154,570.00	265,000.00	2,079,465.00	1,523,720.00	1,479,680.00	56,000.00	9,679,442.00

Initiate a follow-up for Outlook

62	
Manish M Batola	
11-10-2011	
4 day[s]	
15-10-2011	Let Outlook Remind me
	Manish M Batola 11-10-2011 4 day[s]

Be RELAXED...Let Microsoft Outlook remind you to follow-up your Customers Enquiry on the Next contact date specified.

Customer Enquiry Tracking

Star	t Date 17-11-2010		Enquiry Status	Open		-
End	nd Date 17-11-2011			EnqStatus		
			Constant No.	Closed		
	Enquiry Status	Enquiry Type	Enquiry No	Open		er
3	Open		399	3-Oct-2011	Manish M Batola	A.S. ENTERPRISES
	Open	Imports	400	3-Oct-2011	Manish M Batola	A.S. ENTERPRISES
	Open	Imports	401	0-Oct-2011	Manish M Batola	ANPHAR LABORATORIES PVT LTD

All Customer Enquiries (Pending and Completed) between any given time span, can be tracked using the Customer Enquiry Tracker. On a single mouse click you can be taken straight into the actual customer enquiry details to check-up the follow-ups performed on it. Thousands of Customer Enquiries are tracked over the past 10 yrs.' by our customers using this Chem-CRM Software.

View Business Status on line on your 42" LCD



Connect your Laptop to your LCD/LED TV in your office cabin to get a Larger View of your Business Development activity. Get to know the current Enquiry your staff is working on.



Remote Connectivity (From other countries)

You as a CEO can connect to the CRM network from a remote location and can control all his/her CRM activities from their laptop machine as if they were in front of their very own computer in the office. You can either use any of your favorite communications utility or opt for the in-built features packed with the Windows 7 operating system.

We at Aqantas can also connect to the CRM System by using Remote Connectivity Applications to provide you customer support.



Chem-CRM Software is strictly based on an <u>Chemical Business Development Process Model</u> as displayed in the above screenshot. The software will undergo changes whenever your Enquiry Management Process changes as per your business strategies. Engineers from Aqantas will help you achieve this whenever required.

(After sales support cost involved wherever applicable)

24 hrs. x 365 days computing

Our CRM Software has two back ends, MS-Access & Microsoft SQL-Server depending on the environment you choose. It can run 24 hours for 365 days of the year, to record, track and generate all the detailed & MIS reports you always wanted in different aggregative styles, secured and transferable file formats.





- Create a Campaign with unlimited Tasks to be performed, and have those tasks delegated to the responsible people in your organization.
- When the people receive their task[s], they perform their follow-ups to get the work done and update their work status for each task performed by them. Without any multiple communications[s] you get to know the status of all the work which is being performed in your organization.
- Your employees are happy because you aren't behind their back though they know they have a deadline to meet.
- When all task[s] in your campaign have a 100% completion ratio, THEN ONLY the entire campaign is considered AS COMPLETED.

What happens when you sign up with Agantas?

System Study

When you sign up with Aqantas for the implementation of your EMS System. Software engineers from Aqantas will perform a disciplined study on your existing network infrastructure & your current business workflow process. Although disciplined you won't even know the difference, because we will come down to any level for you to understand what we want to do for you and how.





System Design

Software engineers at this stage will redesign the system back home. This will help us identify what really is missing in your current or new business process, and what really needs to be added or muted. **Ask us about the Hide & Seek features**, they definitely play a vital role for our current customer base.

Software Development

Programmers at this stage will code the system cross validating new business rules and functions. As you know that we develop in VBA which is the happening language of Microsoft, programming finishes in just half the estimated time. This phase includes a lot of technical jargon but when finished turns out to be a system ready for its first beta test.





Testing

Software engineers, test executives or your own end user staff will test the entire software at this stage for functional bugs and malfunctions before releasing the system for online production. This is the perfect phase when you really see what you have asked for.

AQANTAS

Please Note: Cost and some internal Configuration[s] mentioned in this brochure may differ for our product[s] sold in **Kuwait, Qatar & Philippines.**

Chem-CRM software is developed completely using the New Microsoft Access 2010 Office System. The system is distributed using a Runtime Edition of Microsoft Access for 2 user licenses'.

Export / Import Indent Management is a separate product & should be procured separately. Additional licenses can be procured as per your requirement for a very affordable price.

Min Licensed Software required:

All above mentioned Operating Systems with Microsoft Office Professional 2010 for Rich Graphical User Interface experience or Office Professional 2007 for general functioning.

How to contact us

Aqantas Software

Cottage 868, Chembur Camp, Chembur, Mumbai 400 074. Maharashtra India Call : +91-9773008786

System Configuration[s]

To run the CRM software

Min recommended Client hardware:

O/S: Windows 7 Proff Intel Core 2 Duo, 2.1 Ghz. RAM – 2 GB per client machine (If MSOffice 2007) or RAM – 4GB per client machine (If MSOffice 2010) for a rich experience HDD – 100 GB per client machine 2 USB Slots for data transfer 18.5" LCD with Keyboard/Mouse Built-in LAN/WI-FI/Modem

Min recommended Server hardware:

O/S: Windows 2003 Service Pack 2 OR / 2008 Server Standard DVD/RW – For daily backup Intel based processor as per environment RAM - 2 GB Server HDD - 100 GB (SCSCI) 18.5"LCD with Keyboard / Mouse High Speed LAN/WAN card connected to a Fiber-Optic network backbone.



Sales : <u>manish@aqantassoftware.com</u> Support : support@aqantassoftware.com

: info@agantassoftware.com

: jobs@agantassoftware.com

: +91-9773008786



About – Manish Batola

Manish Batola is the Founder & CEO of Aqantas Software India, with an excellent vision in Information Technology which has contributed to the rapid growth of his firm Aqantas Software in India and Kuwait.

He being the Systems Architect for **"Chemical Business Development CRM"** is well equipped with 28+ yrs of experience in the Software Industry. Manish has developed this Business Development CRM Software with the help & advice of highly experienced Indenting Businessmen from different business disciplines from the Chemical Industry. He has 23+yrs completely dedicated on more than 300+ Various Microsoft Access Projects from different Industry Sector[s] & verticals.

Manish has been trained by IMS-(Intuitive Systems) in Seattle, Washington for implementing ERP (Enterprise Resource Planning Systems) world-wide. Being a Master in Software and Applications Programming with a strong background in Business Process Re-engineering, Software Quality Assurance and ERP Software Project Management can guarantee completion of all project tasks taken under his consideration.

Other Products from Aqantas

	Have Patients - HealthCare Management Software
Bankfitscortummutantan Just got easier	K9 -Dental Record Management Software
Q	Oil & Gas CATS' - HSE Corrective Actions Tracking
	Export/Import (Indent Management Software)
	Human Resource - CRM
Open CRM	EMS for Telemarketing
	EMS for Computer Dealers
	Business Process Re-Engineering
Hote	Hotel Front-Office Management
	Education
	Oil & Gas Drilling Operations M.I.S
	Oil & Gas (KPI)-Key Performance Indicators
for the second s	Oil & Gas Materials Management System
A Million	Oil & Gas Delivery Ticket & Enterprise Invoicing
	Oil & Gas Rig Visit Reporting System
	Oil & Gas Invoice Tracking System
	Oil & Gas Contracts Management
	Oil & Gas Accounts Payable System
	 Oil & Gas Drilling Operations M.I.S Oil & Gas (KPI)-Key Performance Indicators Oil & Gas Materials Management System Oil & Gas Delivery Ticket & Enterprise Invoicing Oil & Gas Rig Visit Reporting System Oil & Gas Invoice Tracking System Oil & Gas Contracts Management

We specialize in creating Tailor made software as per your changing business requirement[s].