

SafePack Solutions

About Client Executive Summary

SAFEPACK incorporates 100+ years of experience in providing quality research based innovative packaging solutions to satisfy even the most demanding and quality-conscious customers. We cater to various industries like Metals, Automotive, Engineering, Electronics, Defence, Medical – Pharma, FMCG, etc.n.

To sum up, SAFEPACK helps create value for the customer, by using high-quality innovative packaging solutions which are ideal for their needs.



Introduction

Record Lead to Quote, in one central system

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Fristine's Solution

For: Lead to Quote Management

We helped SafePack with Zoho CRM's Multi-Channel Feature, which enabled them to funnel all Leads into one source, Website, Phone Calls, Emails, Social. This enabled their Sales Admin to distribute leads with ease. By adding Products, with Quantity, and Price Books, Quotes were generated at 1/10th time, giving a great experience to their Sales team and Customers.

For : Reporting & Dashboard

SafePack wanted to understand their deal pipeline to keep a close tab on their cash flow as well as raw material inventory. By implementing deal modules and bringing data into deals dashboard, SafePack management could now see their Deal Forecast even on their Smartphones, quite literally on fingertips.

Partner Bio

Fristine Infotech Pvt Ltd is a **Zoho Advanced Partner** across major cities in India, delivering Consultation, Implementation and On-Going support to Zoho Clients. Our core competency is our approach, which is around addressing customer problems, by mapping it against the best available application. This also includes doing customisation to suit your unique industry requirements. In the past we have helped over 70 Companies with their Zoho Requirements and our expertise is seen in the way we deliver, the process we follow to give a great experience right from Discovery to On-Going Support, our efforts are always directed towards getting maximum return from your Zoho Investment and driving Sales, Service, Marketing & Operational efficiency in your organization.

Drop us an email on **admin@fristinetech.com** or visit our website on **www.Fristinetech.com** to find a solution for your Industrial Business.