

SalesCQ

Adagio SalesCQ is a great tool for anyone who deals with customers or prospects — Customer Service, Tech Support, Credit, or Sales. Get both Contact Management and Quote Management in one module.

- Combines the information in Receivables, OrderEntry, and Invoices with contact management features such as callback dates, reasons and reports, individual or mailmerge letters or faxes
- Track, select, and view customers and prospects
- Prospects can be turned into customers with just a couple of mouse clicks
- Customer/prospect notes, with spell checking and pop-up alerts, help staff in all departments share critical information
- Create and use scan lists as task lists, phone lists or to mailmerge letters or faxes
- Scan lists can be based on customer/prospect Notes, Callback Dates or Reasons, and/or other categories from Receivables, OrderEntry, or Invoices
- Define 9 optional fields (text, numbers, dates) for additional details and selections
- Create, print and manage quotes to assure correct pricing and approvals
- Turn a quote into a sales order with a single mouse click

The screenshot displays two overlapping windows from the Adagio SalesCQ application. The background window is titled 'Scan List' and contains a table with columns: Type, Code, Name, Address, Phone, and Fax. The foreground window is titled 'Edit Customer BOLA1 Bolts Hardware' and features several tabs: Customer, Contact, Statistics, Transactions, Notes (selected), Statement, Credit Card, and Invoicing. The 'Notes' tab is active, showing a 'Notes/Alerts' section with radio buttons for 'Notes' (selected) and 'Alerts'. Below this is a text area for 'Additional comments'. A 'Sort notes by' section has radio buttons for 'User' and 'Date / time' (selected). A table below shows columns for Date, Time, User, and Note. At the bottom of the foreground window, there is a table with columns: Callback Date, Initials, Code, and Reason.

Type	Code	Name	Address	Phone	Fax
C	ABL01	Ables Cables	1400 Beltman Street	(555) 453-5005	(555) 453-5006
C	BCS01	BCS Engineering	PO Box 1100	(555) 735-6000	(555) 735-6001
C	BOH01	Bohr Drilling, Inc	1234 West 54th Avenue	(555) 998-6578	(555) 998-6579
C	BOL01	Bolts Hardware			
C	BRA01	Braxton Constru			
C	CAP01	Cape May Inn			
C	CCX01	CCX Express			
C	CHE01	Cheng, Cheng			
C	CIR01	CIRS, Inc.			
C	CLA01	Clayton Publish			
C	CON01	Conner Air			
C	DAW01	Dawson Marin			
C	DOU01	Double D Fien			
C	ELL01	Ellis Marine Se			
C	FIR01	First Fidelity Se			
C	GRE01	Greenleaf Park			

Callback Date	Initials	Code	Reason
6/1/2001	KP	OVER60	Over 60 days overdue 118.84
7/31/2001	AVB	EXPIRE	Service Plans Expire

Adagio SalesCQ allows you to scan your customer and prospect database for marketing and customer relations purposes, using numerous selection criteria.