



CRM Solutions
for better conversion and
customer retention



10 years of CRM experience,
29 years in IT business



500
employees



Customers in **30+** countries,
including Fortune 500 companies

ScienceSoft is an international IT consulting company providing smart **CRM solutions** since 2008

Our CRM Expertise

Solutions for B2B and B2C

10+ CRM experts

30+ completed CRM projects

Platforms:



Companies that Use Our Software

75% of our **revenue** comes from **1+ year-long** customers

Baxter

MDxHealth



Walmart 



T-Mobile



**TELEKOM
AUSTRIA
GROUP** 



HALEX
CORPORATION

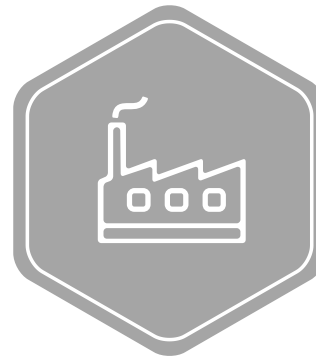
Healthcare



Retail



Banking

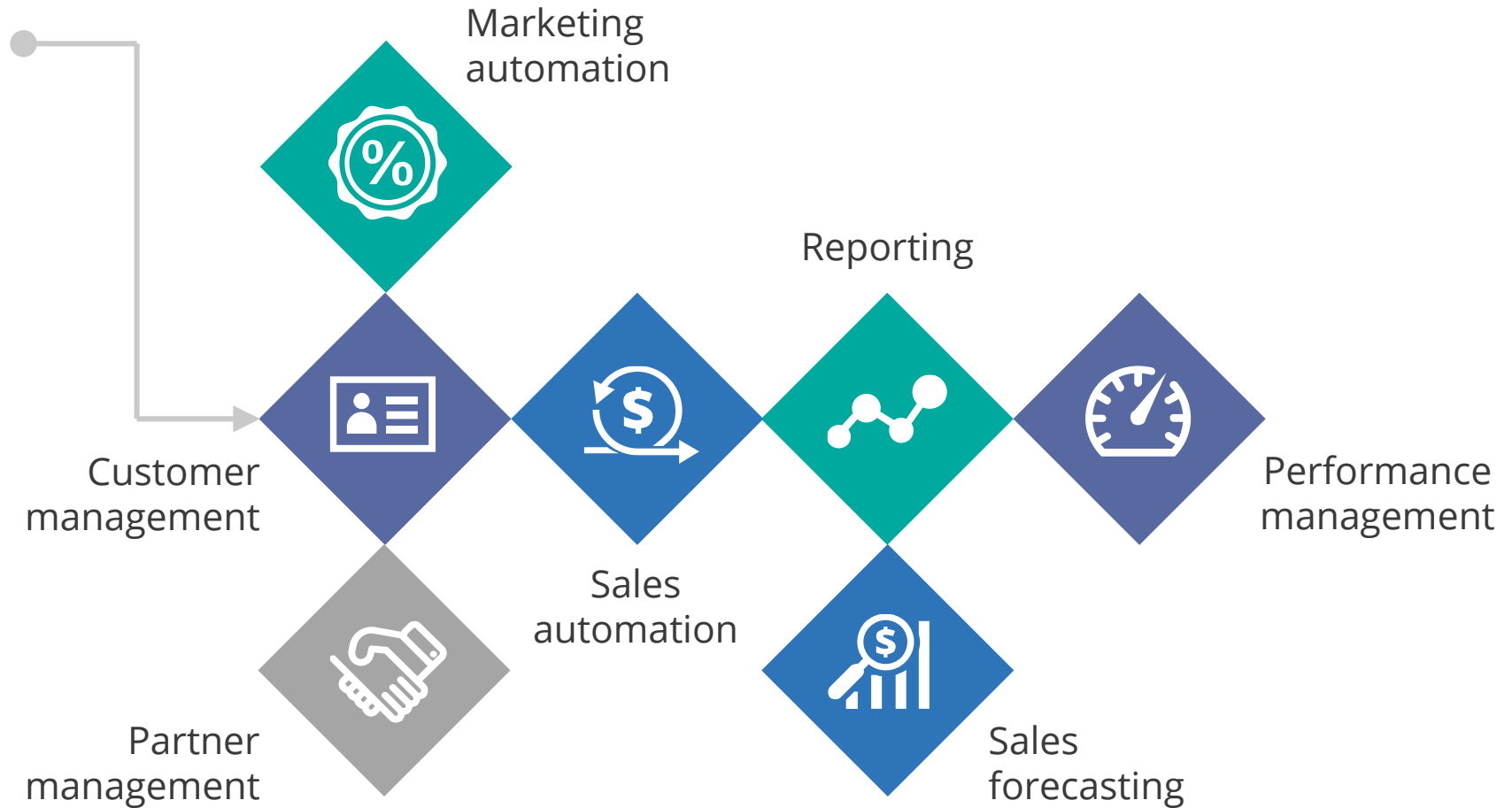


Telecom

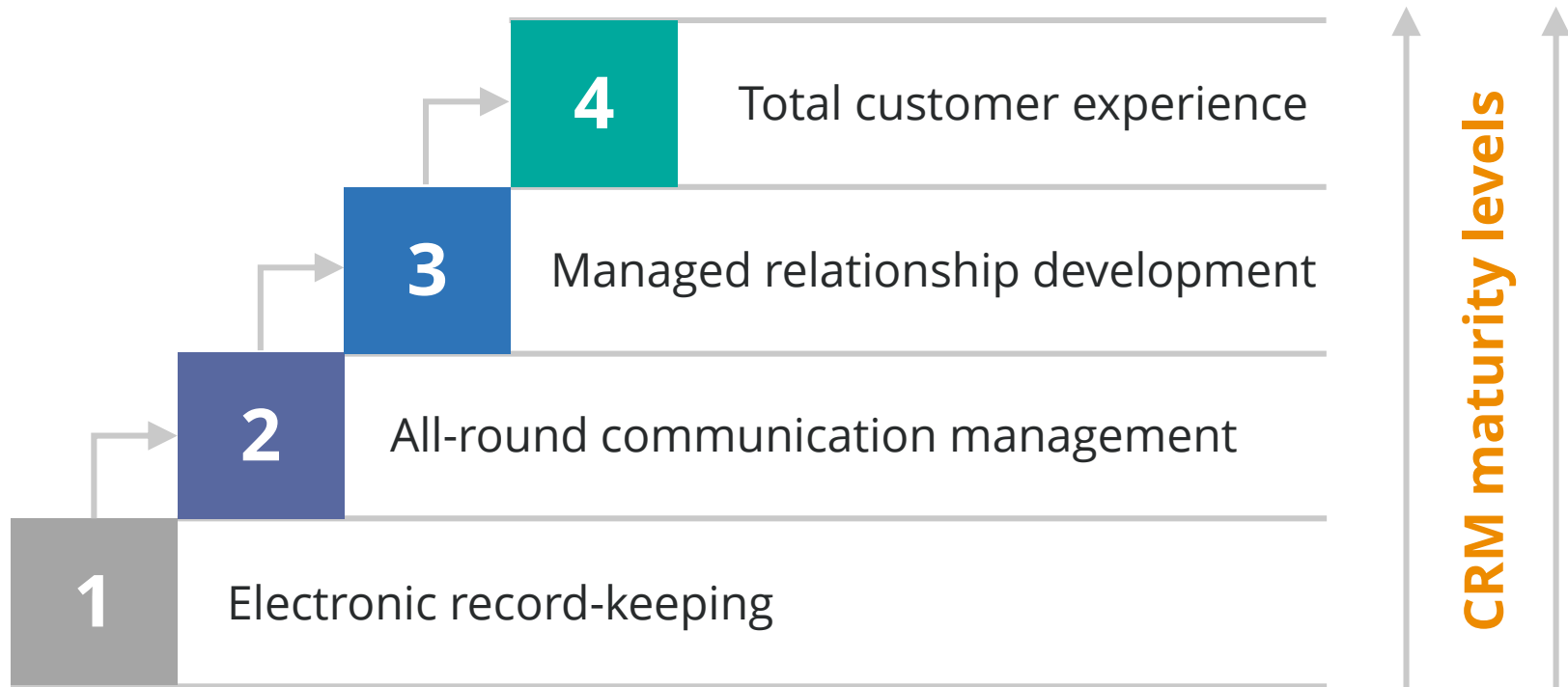


Manufacturing

What We Deliver



In our practice, we apply the **4-stage CRM maturity model** that helps us provide our clients with a clear CRM roadmap



Systematic lead nurturing

Strategic LTV
measurement



Long-cycle
sales support

Customer Experience Management (CXM)



Automating routine activities

follow-ups, holiday greetings, etc.

Enabling lead nurturing templates

to minimize the time spent on preparing nurturing messages

Alerting CRM users

to avoid frustrating gaps in customer communication and thus prevent losing valuable opportunities

Step-by-step relationship development

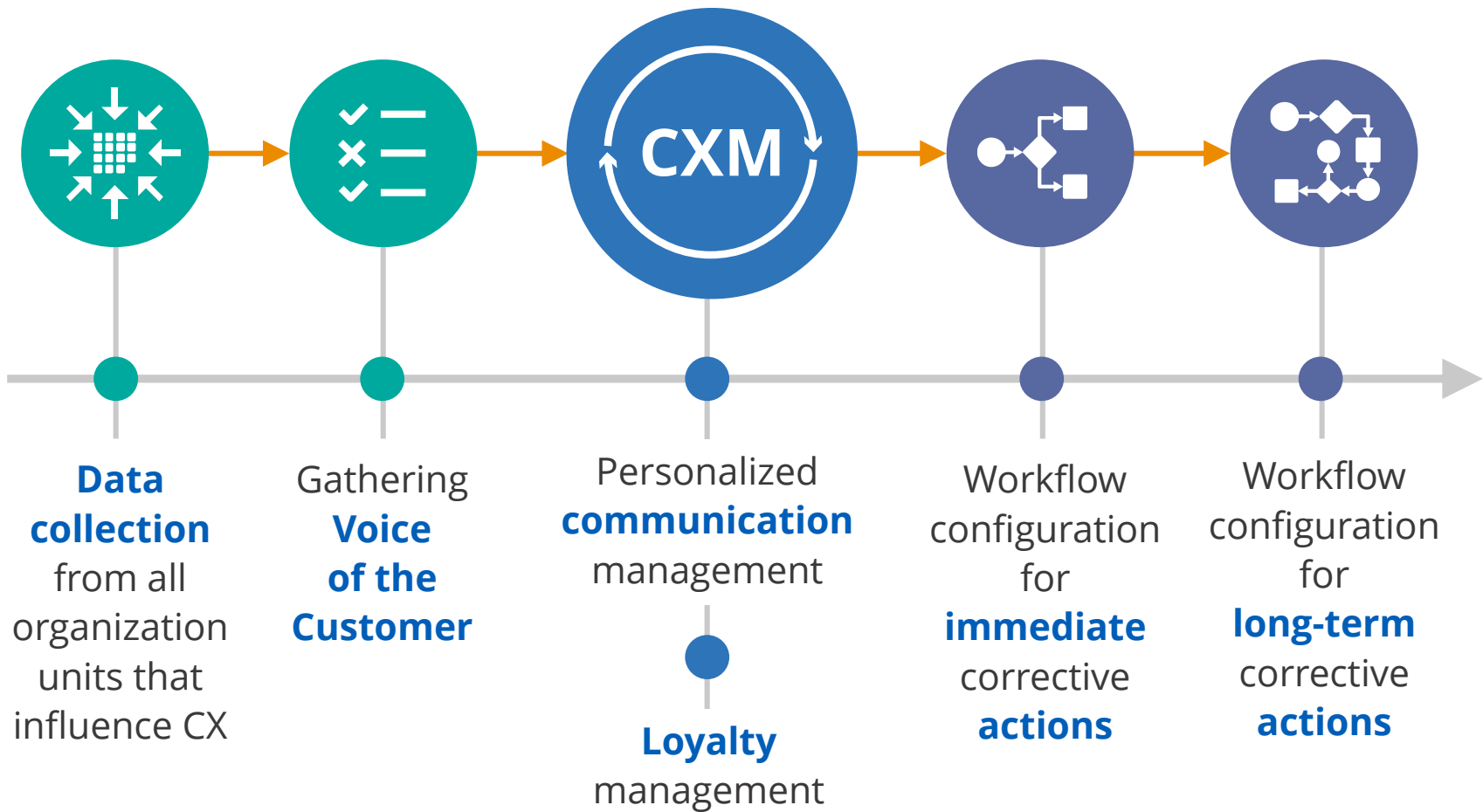
Assigning lead-specific milestones (workshops, meetings, PoCs, etc.) and monitoring the progress

Communication planning

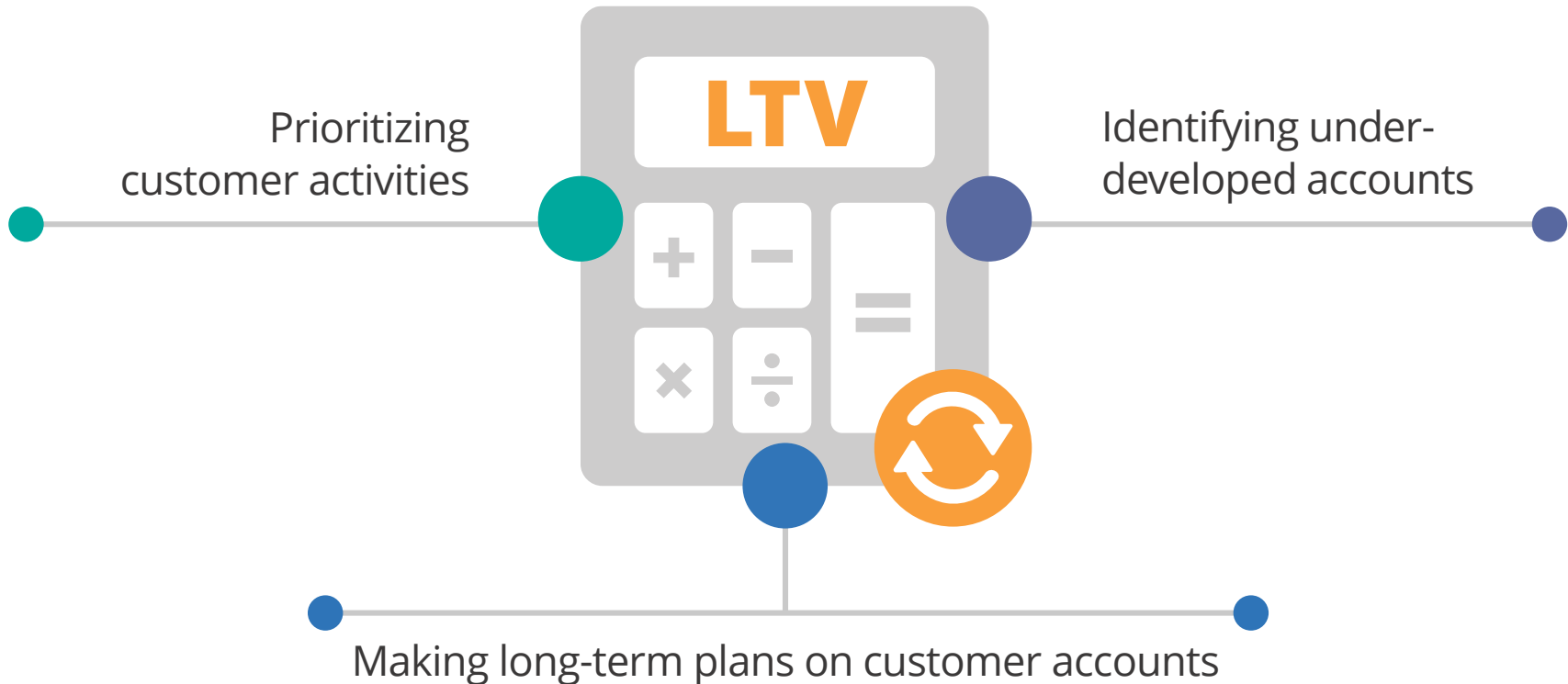
Creating communication plans for target contacts and triggering alerts to responsible employees

Customer information management

Registering all influencers at a target company and consolidating information into single-view profiles



CRM solutions that help B2B enterprises to calculate and keep LTV updated for the benefits of:



We provide **convenient, easily adoptable** CRM solutions which aid sales forces to close more deals and save their time through:



Intuitive, highly usable interface



Mobile-optimized design

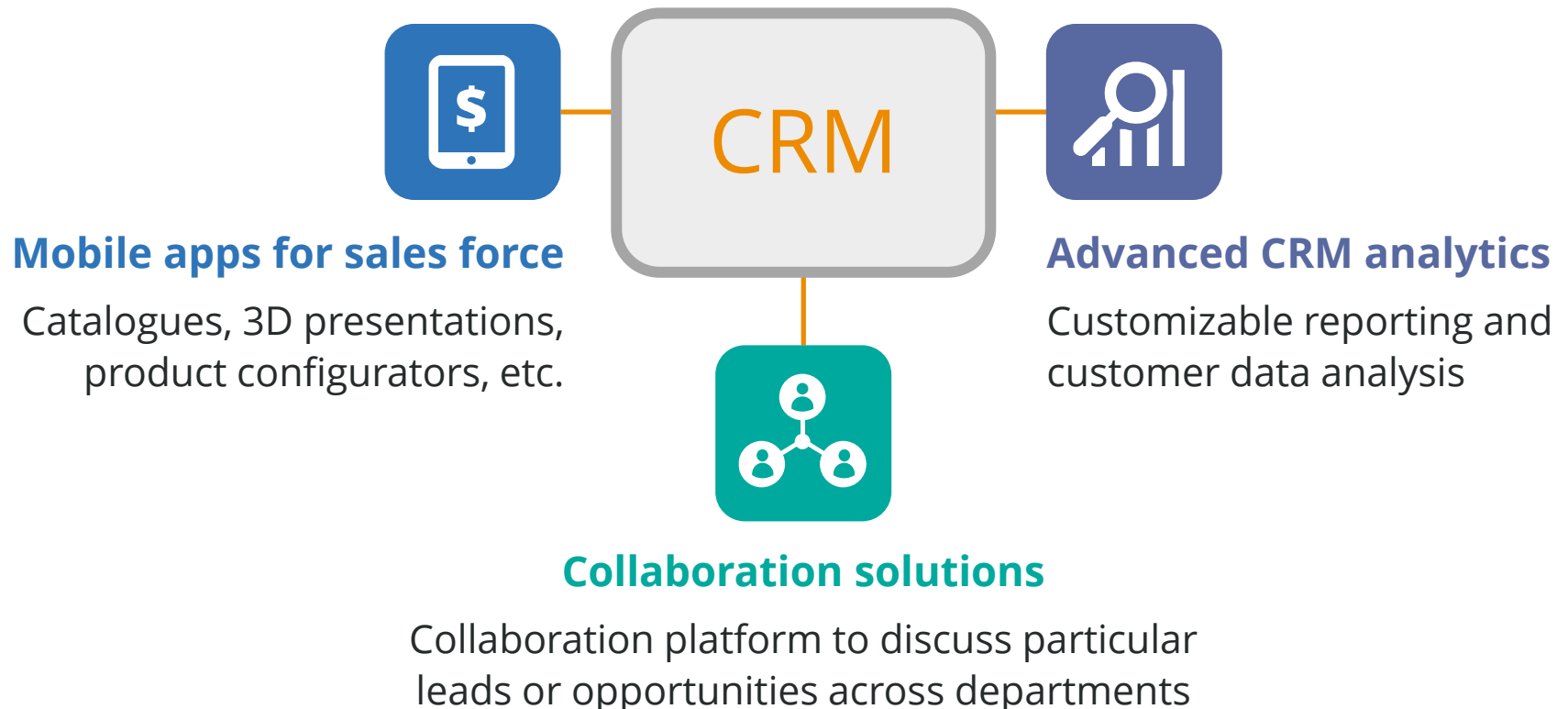


Rapid data processing

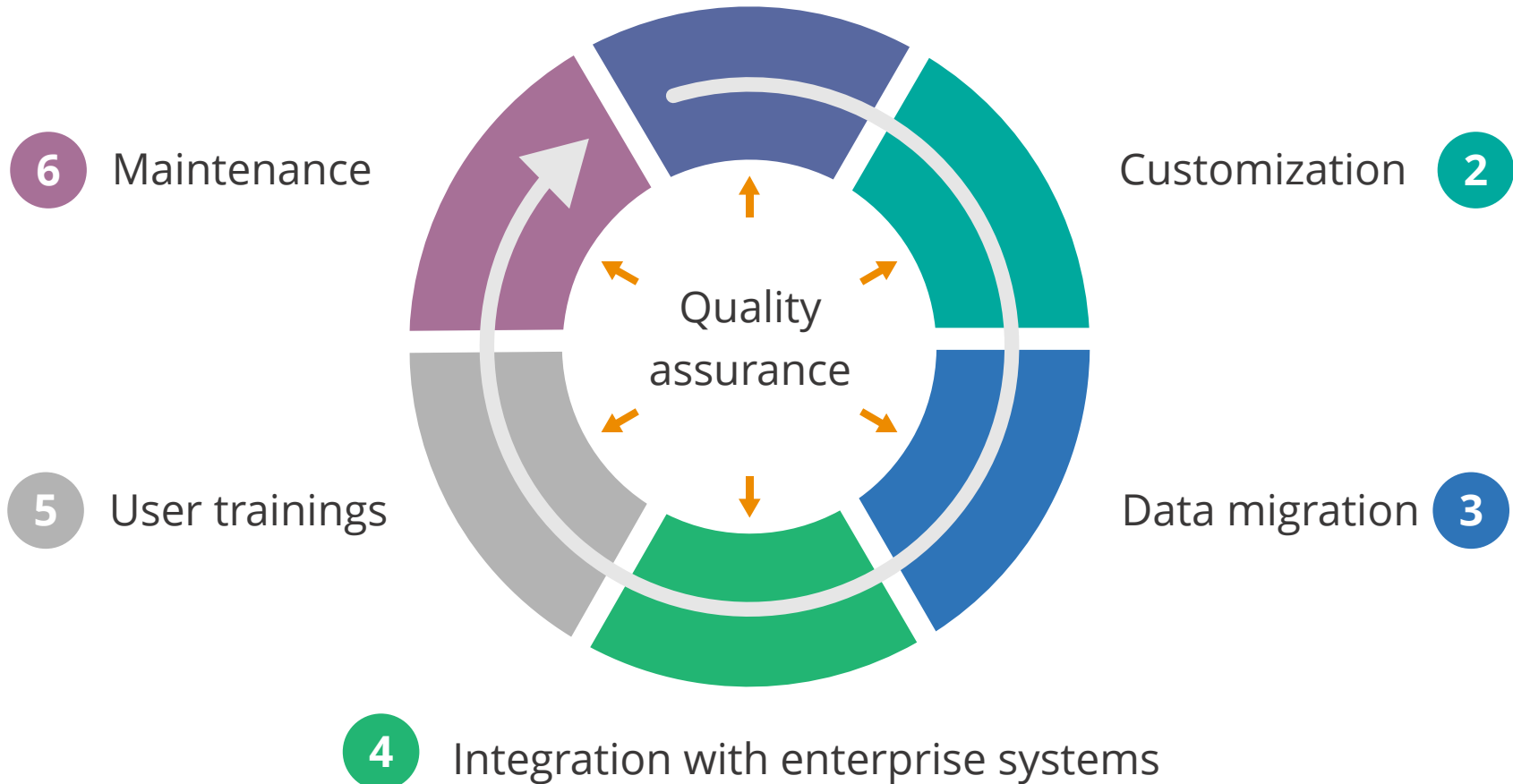


Automation of manual routine
(e.g. synchronizing emails,
scheduling appointments, etc.)

We can go beyond default CRM functionality and offer complementary tools to make the entire sales process more efficient:



1 Business analysis and CRM consulting



CRM for a Retail Bank with 7 mln Clients



Customer



Solution



Bank with 7 mln clients, 7,000 employees and 180 branches across the country



3 CRM modules:

- customer base management
- sales activities planning
- analytics and reporting



Tools & Technologies



MS Dynamics CRM, .NET, WPF, MS Reporting Services





CRM for a multinational healthcare company



Customer



US-based multinational healthcare company, a market leader in epigenetic diagnostics of urologic cancers



Solution



CRM system and its mobile version that support direct sales management and performance analytics by US regions, featuring a range of reporting dashboards



Tools & Technologies



Microsoft Dynamics CRM Online, HTML5, CSS3, JavaScript, Microsoft Insights, Bing Maps, Microsoft SQL Server

CRM for a media company



Customer



Solution



Online media company with 1,300 employees, 5 mln readers and around 350,000 corporate subscribers



Custom CRM system to support client, personnel and process management with a built-in loyalty program module to manage promotion campaigns for **over 5 mln readers**



Tools & Technologies



MS Dynamics CRM, .NET, WPF, MS Reporting Services



Let's Keep in Touch!

SCIENCESOFT USA

5900 S. Lake Forest Dr., Suite 300
McKinney, TX 75070, USA

Phone: +1 214 306 68 37

Email: contact@scnsoft.com

Web: www.scnsoft.com

Learn more about **OUR CRM SOLUTIONS**

Read **OUR CRM BLOG** – for fresh insights