



ENSPEKT SALES · 7 MODULES

From first contact to a fulfilled order.

Capture leads, run the pipeline, send quotes customers accept online, and convert orders straight into production and invoicing.



Quotes accepted online



Orders convert to work orders



Customer health from quality data

A CRM that knows how your customer is really served.

Most CRMs stop at the signed quote. Enspekt carries the order into production, invoicing and quality, so sales sees delivery and quality issues on the same customer record.



Faster quote-to-order

Customers accept or reject a quote online; acceptance converts to a sales order in one step.



No re-keying

Sales orders become manufacturing orders or projects with their lines, then AR invoices.



The full customer picture

Customer health draws on NCRs, CAPAs, complaints and ITP sign-offs.

What's included

7 modules in the Sales bundle

■ Sales Pipeline & Orders

Stages, activities, quotes with revisions, orders and conversion.

■ Product Catalog

Products and services for quotes, imported from the product registry.

■ Revenue Targets & Forecast

Targets, forecast, loss reasons, velocity and leaderboard.

■ Deal Scoring

A health grade from A to D on every deal card.

■ Customer Health

A score from NCRs, CAPAs, complaints and ITP sign-offs.

■ Follow-up Sequences

Cadences that create follow-up tasks and drafts for reps.

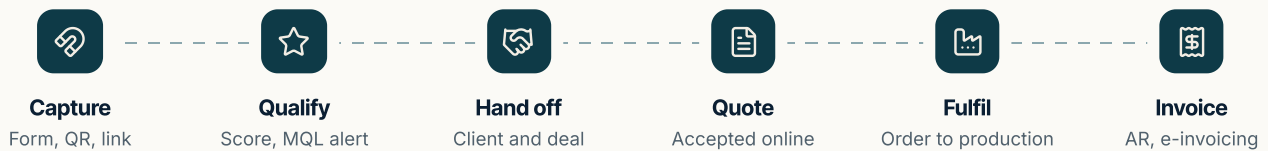
■ Marketing

Consent, segments, tracked campaigns, lead forms, scoring, attribution.



☰ HOW IT WORKS / 03

Lead, qualify, quote, fulfil and invoice.



Team-scoped pipeline

Configurable stages and stakeholders, with each rep seeing their own or their team's deals.



Quote revisions

Revise, copy and restore quotes, with a branded PDF and an online response link.



Consent-first marketing

Consent on import, double opt-in, one-click unsubscribe, a preference centre and suppression.



Tracked campaigns

Open and click tracking and A/B subject tests that pick a winner.



Lead capture

Public lead forms, short links and QR codes in PNG or SVG.



Attribution

First-touch, last-touch or linear attribution of won deals to campaigns.

BUILT FOR

Sales rep

Sales manager

Marketer

Org admin

Works with the rest of Enspekt.

Sales hands off to the teams that deliver, and hears back from them.



MANUFACTURING

Sales orders convert into manufacturing orders or projects, and create on-time delivery commitments.



ACCOUNTING

Billing plans raise AR invoices that post through e-invoicing to the ledger.



QUALITY AND CUSTOMER EXPERIENCE

Quality records drive customer health, and survey feedback shows on the customer record.

ON EVERY ENSPEKT WORKSPACE

 Offline-first field app

 Reports & analytics

 Complete audit trail

 Role & module permissions

 Multi-factor sign-in

 English & Arabic

See Sales in your workflow.

Book a demonstration built around your own processes, or create a workspace and switch the Sales bundle on.

 enspekt.com

 enspekt.com/register

 sales@enspekt.com

 support@enspekt.com



ENSPEKT.COM