

Nouveau-Net SalesOutlook Hosted Services

Simple, Flexible, Affordable, Reliable and Effective. It's SalesOutlook!

What Is Nouveau-Net SalesOutlook Hosting?

SalesOutlook is an easy-to-use add-on for Microsoft Outlook, Office and Exchange Server that turns Outlook and Exchange Server into a robust platform for collaboration and interaction – two essential elements of implementing a successful CRM strategy. SalesOutlook flips Outlook upside down to turn it into a true CRM application, enabling you to manage hierarchical Account and Contact relationships throughout the entire relationship lifecycle: marketing, sales, and service.

Nouveau-Net SalesOutlook Hosting is a service offered by Nouveau Solutions Ltd to enable small workgroups, departments, and organisations that do not own Microsoft Exchange Server to enjoy the benefits of CRM functionality within the Microsoft Outlook and Office environments.

Pro Net Consulting - Account

File Edit View Insert Tools Actions Form Layout Help

Accounts Associations

General Profile Information

Account Name: Pro Net Consulting
 Account Number:
 Address: 103 W College Ave Suite 910
 City: Appleton St: WI
 Zip Code: 54911 United States of Americ
 Phone: (920) 733-5222
 Fax: (920) 882-0865
 Web Site: www.pronetco.com

Account Information | Assignment | Custom Fields

Top Account Demo Sent
 Ref Account Drip

Type: Certified Partner
 Status: Premier
 Version: Version 3.5e
 Lead Source: Web Search

Fiscal Year End: None Parent:

Contacts Opportunities Account Locations Documents My Tasks My Appts Notes Customer Service Qualify Spreadsheets Financials

Add Select Load Views

Bilyeu, Keith
 Full Name: Keith Bilyeu
 Company: Pro Net Consulting
 Job Title: President
 Business: (920) 733-5222
 Mobile: (920) 205-5025
 E-mail: keith@pronetco.com
 Primary Contact: Yes
 Contact Type: Certified Partner

Moynihan, John K.
 Full Name: John K. Moynihan
 Company: Pro Net Consulting
 Job Title: Director of Software Services
 Business: (920) 733-5222
 E-mail: johnm@pronetco.com
 Primary Contact: No
 Contact Type: Certified Partner

Nenahlo, Tara
 Full Name: Tara N
 Company: Pro Ne
 Job Title: Admini
 Business: (920) :
 Primary Contact: No
 Contact Type: Certifi

123 abc def ghi jkl mno pqrs tuv wxyz

Figure 1 – SalesOutlook Account Profile Form

Why Nouveau-Net SalesOutlook Hosted Services?

Because SalesOutlook capitalises on the built-in tools, interface, and functionality found within Microsoft Outlook and Office applications, users adapt to its streamlined account-centric interface quickly and painlessly. Using SalesOutlook is just like using a turbo-charged version of Microsoft Outlook, and with Nouveau-Net Hosting Services, this powerful, flexible, and easy-to-use relationship management tool is available to any group in any location, regardless of its size.

Nouveau-Net Hosting provides the Exchange Server and the experienced staff of professionals to manage and administer your SalesOutlook CRM system. You just use it and enjoy its benefits. All you really need is a computer or notebook with Microsoft Outlook and Office 2000 or XP installed on a Windows 98, ME, 2000, or XP operating system. With these underlying technologies in place, you will be able to run a simple setup program to install SalesOutlook. Best of all, a Nouveau-Net SalesOutlook Certified Technician will work with you personally to get you “up and running” quickly and painlessly.

SalesOutlook provides a framework and structure to your front office information. It turns the jumbled mess in everyone’s mailbox on your Exchange Server into a valuable enterprise information asset. Salespeople, managers and executives often live and die by email. SalesOutlook is built on email, but it does so much more than email, tasks, and appointments.

Keith Bilyeu - Account Contact

File Edit View Insert Tools Actions Form Layout Help

Save and Close [Icons]

Account Contact Associations Details Activities Certificates All Fields

Full Name... Keith Bilyeu Primary Contact

Suffix: [Dropdown] Business: (920) 733-5222

Job Title: President Business 2: [Dropdown]

Company: Pro Net Consulting Business Fax: [Dropdown]

File As: Bilyeu, Keith Mobile: (920) 205-5025

Contact Type: Certified Partner

Address... 103 W College Ave Suite 910 Appleton, WI 54911

E-mail: keith@pronetco.com

Web address: http://www.pronetco.com

Notes Cust. Service Messages From Documents My Tasks
 Oppt/Project Mailings Messages To Spreadsheets My Appts

Unsubscribe	Mailing	Delivery Method	Company	Full Name	E-mail
<input checked="" type="checkbox"/>	SalesOutlook ASP Hosting Leads & Prospects (Drip)	Email	Pro Net Consulting	Keith Bilyeu	keith@pronetcc
<input type="checkbox"/>	SalesOutlook Certified Partner Letter	Email	Pro Net Consulting	Keith Bilyeu	keith@pronetcc
<input type="checkbox"/>	SalesOutlook CRM Product Updates	Email	Pro Net Consulting	Keith Bilyeu	keith@pronetcc
<input type="checkbox"/>	Your SalesOutlook Newsletter	Email	Pro Net Consulting	Keith Bilyeu	keith@pronetcc

Figure 2 – SalesOutlook Account Contact Form

SalesOutlook offers tools to carry out effective marketing campaigns, tools to manage your revenue opportunities through the sales pipeline and your commitments to your customers through your delivery cycle. It also offers tools to help you elevate the level of service you provide your customers and business partners. Nouveau-Net SalesOutlook Hosting enables you to enjoy all of this rich functionality, complete with support for offline, disconnected use without the traditional cost and effort related to owning and managing an Exchange Server. With Nouveau-Net SalesOutlook Hosting, you can outsource it all for one affordable monthly expense.

What Makes Nouveau-Net SalesOutlook Hosting Unique?



Figure 3 – SalesOutlook Offline Folder Settings

Besides being a set of CRM tools that are used within the Microsoft Outlook and Office environments (as opposed to a separate application that may or may not integrate with Outlook and/or Office), SalesOutlook further distinguishes itself because it uses the built-in Microsoft synchronisation technology that makes information available for use offline, when a connection to the Internet is not available.

SalesOutlook stands ready to serve the needs of field and mobile professionals anywhere, anytime, online or offline. Unlike the traditional ASP delivery models that require “active” Internet connections, SalesOutlook is engineered to be just as simple, just as powerful, and just as effective offline as it is while working connected to the server through the Internet. For this reason alone, Nouveau-Net SalesOutlook Hosting offers what these competitors do not.

Another key difference between Nouveau-Net SalesOutlook Hosting and its competitive offerings is the level of flexibility you have with our hosting model. With Nouveau-Net SalesOutlook Hosting, you are always in control. You are licensing the software. It is your data. Unlike other hosting providers, we recognise that you need to stay in control of your most precious information assets.

Here’s how Nouveau-Net SalesOutlook Hosting puts you in the driver’s seat:

- You have several choices regarding the administration and management of your Nouveau-Net hosted SalesOutlook system. Using Microsoft’s Remote Desktop and Active Directory, we create an organisational unit for your group and user accounts for your team. Once these are created, your own Administrator is enabled to manage your system. Or, if you lack the expertise or prefer to outsource everything, a Nouveau-Net SalesOutlook Expert can be designated the Administrator of your organisational unit. The choice is yours.

- SalesOutlook, as a hosted solution, is designed to be both configurable and customisable. It is configurable in that it has several built-in features that make it very easy to quickly change the labels of fields and the values appearing in “drop down” choice lists. It is customisable in that the source code lives within the custom Outlook forms, and Nouveau-Net SalesOutlook Hosting are capable and qualified to add new fields, enforce business rules, and automate workflows to meet your specific needs.
- Security is very flexible with the optional SalesOutlook Active Security module. This module uses the Exchange 2000 Workflow Designer to manage security on items at the file-system level. This enables you to develop and enforce item-level, team-based security policies on a folder-by-folder and user-by-user basis. No other CRM application gives you the ability to control security at the item level for information stored in Microsoft Exchange’s Public Folders.
- Reporting is flexible with SalesOutlook, unlike some competitive offerings. With SalesOutlook, creating a “quick list” is as easy as selecting a view that contains the information you want and selecting the print option within Outlook. Creating a “quick analysis” is as easy as selecting the rows in any grid-style view in Outlook, selecting Copy from the menu, opening Microsoft Excel, and then pasting the copied records into the Excel spreadsheet. Excel automatically formats the information into rows and columns, so you are ready to analyse, summarise, and report on the information in any format that best suits your needs. Also, with built-in support for industry standard Crystal Reports, Nouveau-Net SalesOutlook Hosting Services can meet your most complex reporting requirements and information needs.

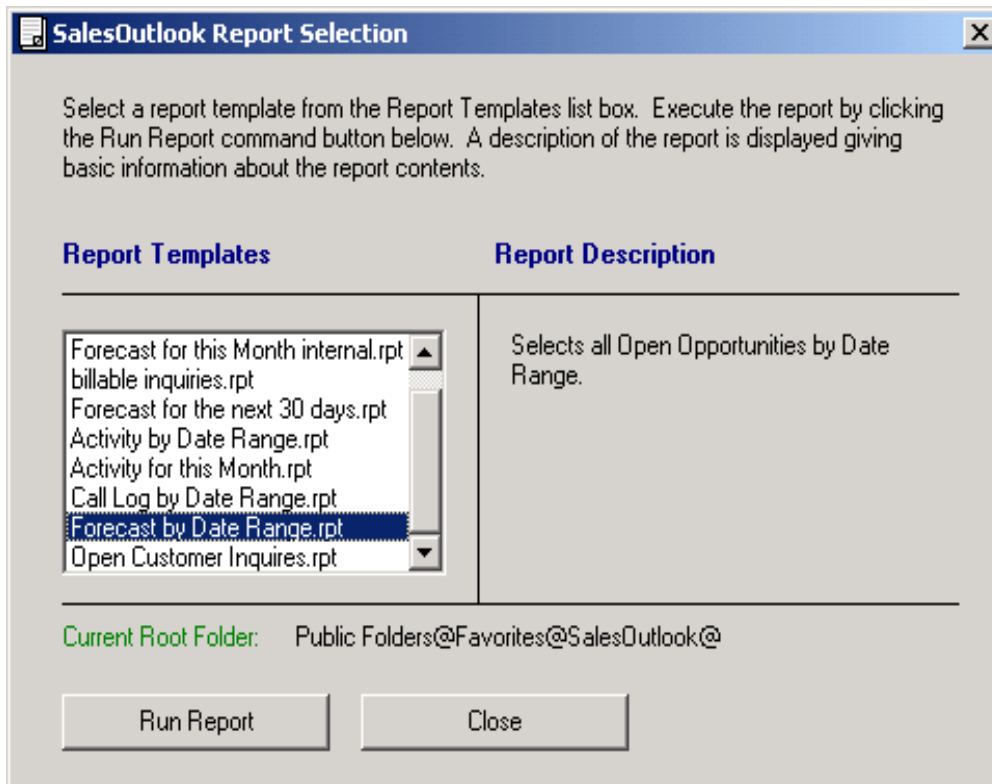


Figure 4 – SalesOutlook Crystal Report Selection Menu



SalesOutlook continues to break new ground with first-to-market features like CRM within Microsoft Outlook, item-level security within Exchange Public Folders, and support for offline use ... even as a hosted application. And, with Nouveau-Net SalesOutlook Hosting, you get to benefit from our leading edge SalesOutlook technology on an affordable monthly, pay as you go plan. Long-term contracts are available at discounted rates for those organisations that opt for hosting services for one year or more.

How Much Is Nouveau-Net SalesOutlook Hosting?

Affordable is the answer. While the actual per-user, per-month cost will vary from organisation to organisation depending upon the specific requirements, storage capacity, traffic volume, and reporting requirements of each situation, the basic monthly "subscription" price for SalesOutlook CRM Hosting starts at a low £24.99 monthly per user.

Organisations electing to add the SalesOutlook Active Security module can expect to pay an additional £10.00 monthly per user. There is also a £100 one-time setup fee per organisation (not per user). Additional charges for storage, traffic, administration, support, and development services may apply in some circumstances. Please contact your Nouveau-Net SalesOutlook Hosting representative for detailed pricing information.

Flexibility, Agility, Manageability, Reliability, and Affordability.

Nouveau-Net SalesOutlook Hosting offers greater flexibility than do most hosted CRM solutions. It provides you with the agility you need to compete in today's constantly changing business climate. Nouveau-Net SalesOutlook Hosting also provides you with the system management services you need. You get to choose how much.

If you or one of your team members is capable, the Nouveau-Net SalesOutlook Hosting model enables you to administer your own SalesOutlook system to keep costs down. However, in the event you want to rely on a Nouveau-Net SalesOutlook Hosting expert to administer, customise, manage and support your SalesOutlook system for you, you have that choice too. Nouveau-Net SalesOutlook Hosting is all about choice, and it's all about reliability and affordability too.

With traditional hosted applications, if your Internet connection is down then you are down. Without an "active" Internet connection, most hosted applications do not function. This is not the case with hosted SalesOutlook systems.

SalesOutlook is engineered from the ground up to be used as an "offline", mobile CRM solution. Therefore, if your System Administrator (or one of our Certified Partners) configures your users for offline use, then you can use SalesOutlook any time, from any location. With offline support, you can even use your hosted SalesOutlook application while sitting in an airplane at 35,000 feet over the Atlantic Ocean while on route to London! Try that with Salesforce.com!

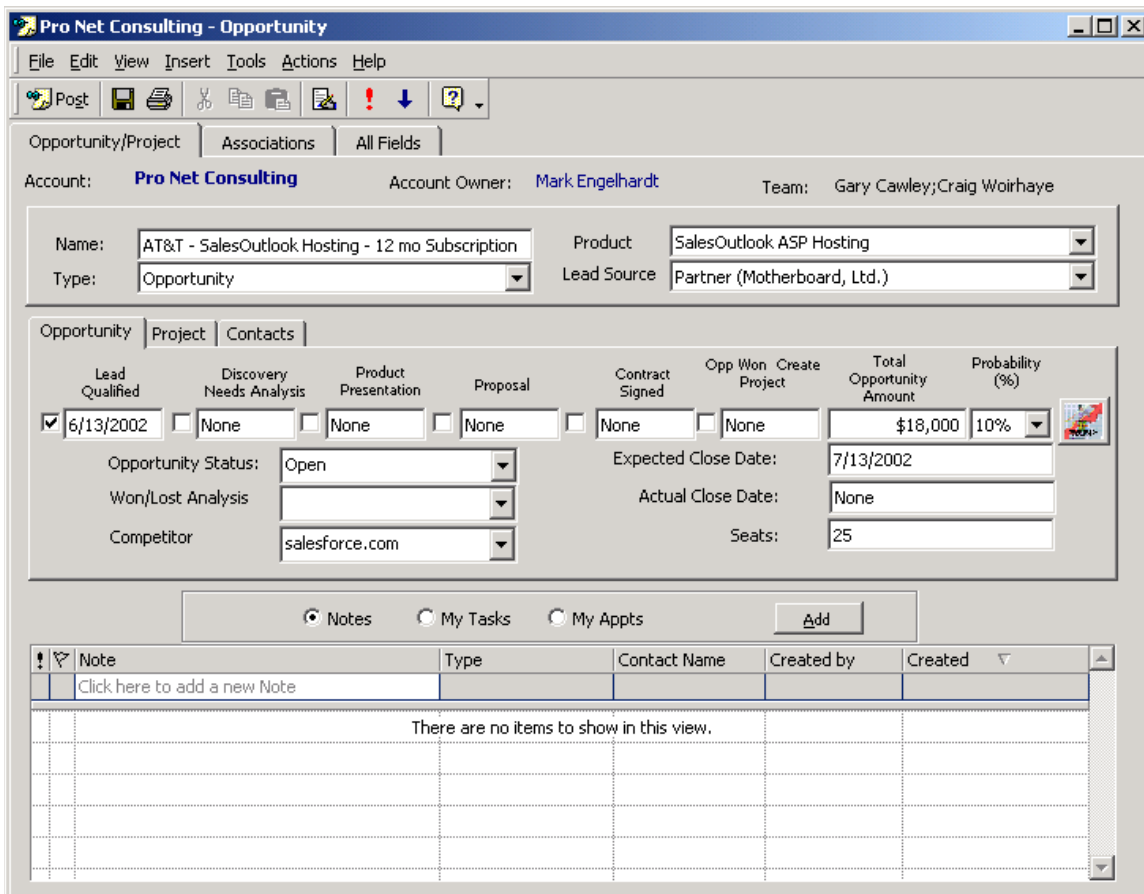
Most importantly, your information is always available with Nouveau-Net SalesOutlook Hosting, even when the Internet is not available for one reason or another. That means that you will provide better service to your customers because you will always have access to your critical business information, even when your Internet connection is down or one is not available. That's real business value.

Nouveau-Net SalesOutlook Hosting – Real Business Value

When you put it all together, Nouveau-Net SalesOutlook Hosting is an affordable solution for any organisation wanting to take advantage of using Microsoft Outlook to aid its staff in becoming more customer focused. Starting at less than £25 monthly per user, Nouveau-Net SalesOutlook Hosting is an economical alternative to buying, deploying, and managing Microsoft Exchange if you do not already own and use it.

If you already own and use Exchange, then you may want to purchase SalesOutlook licenses outright and “host” your own Outlook-based CRM solution for your Exchange users. But maybe you prefer to outsource. Maybe your budget is limited and you do not have the funds to purchase the SalesOutlook licenses outright. Perhaps you don’t own Microsoft Exchange but would like to take advantage of the common sense approach of putting CRM tools and features into Microsoft Outlook and Office.

That’s why Nouveau-Net and SalesOutlook, Inc. created the Nouveau-Net SalesOutlook Hosting Service. We created it to be flexible, manageable, affordable and reliable. After all, it’s SalesOutlook. It’s Simple. It’s Affordable. It’s Effective. Most of all ... It’s Practical.



Pro Net Consulting - Opportunity

File Edit View Insert Tools Actions Help

Opportunity/Project Associations All Fields

Account: **Pro Net Consulting** Account Owner: **Mark Engelhardt** Team: Gary Cawley; Craig Woirhaye

Name: **AT&T - SalesOutlook Hosting - 12 mo Subscription** Product: **SalesOutlook ASP Hosting**

Type: **Opportunity** Lead Source: **Partner (Motherboard, Ltd.)**

Opportunity | Project | Contacts

Lead Qualified	Discovery Needs Analysis	Product Presentation	Proposal	Contract Signed	Opp Won Create Project	Total Opportunity Amount	Probability (%)
<input checked="" type="checkbox"/> 6/13/2002	<input type="checkbox"/> None	<input type="checkbox"/> None	<input type="checkbox"/> None	<input type="checkbox"/> None	<input type="checkbox"/> None	\$18,000	10%

Opportunity Status: **Open** Expected Close Date: **7/13/2002**

Won/Lost Analysis: **None** Actual Close Date: **None**

Competitor: **salesforce.com** Seats: **25**

Notes My Tasks My Appts Add

Note	Type	Contact Name	Created by	Created
Click here to add a new Note				
There are no items to show in this view.				

Figure 5 – SalesOutlook Opportunity / Project Form