

Key functions of small business CRM software

Name	Description	Hours
Lead management	leads boards, filters, scoring leads, qualifying leads, prioritizing leads, assigning leads, converting leads, tracking and etc.	160 +
Contact management	General customer information, deal, order, company information, document, messages and etc.	80+
Task Management	Project managing tools like Trello or Asana	160+
Pipeline management	charts, table, filters and etc	120+
Reporting and analytics	contacts, deals, charts, export	80+
File Management		30+
Forecast Template	prospect names, sales stage, deal size, probability of close, weight forecast based on probability, expected close date and etc.	160+

Mobile app	ios, android, api for mobile app	160+
Import & export	leads, users, statistics	40+
Calendar		40+
Reminder		40+
Invoicing		40+
Notification		40+
Email Management	create template, view messages and etc	40+
User roles	Managing roles for the crm system.	20+
Logs	Users logs, leads logs, mail logs and etc	120+
Quote & Order Management		40+
Google disc \ Dropbox		20+
Google Gmail		30+
Google Calendar		20+
Mailchimp		20+
Social Integrations		10+
Amazon S3		10+

