

Construction Business Management

Rigel Networks will design build a solution the meets all the needs of your construction business. Rigel Networks will listen to how you do your business and design and build an online solution that will help construction business associates close more sales faster. Business associates will be able to deliver professional bids to their customers quickly, resulting in a higher percentage of closed sales. Increased sales with the cost controls offered by the solution means increased profit. From the first initial client contact through the sales process on-demand solution will keep associates on track and ahead of the competition. The solution has all the bid building tools necessary to produce the type of bid needed to get their customers to buy!

Features we can design and build for your “Business Management Solution”:

Contact Management:-

We can design and build content management solution to:

- track complete customer information: prospect details, notes and history, appointments, to-do items, documents, and new prospects
- populate pre-defined fields including name, company, phone, address, web site, e-mail, and automatically insert predefined customer numbers for QuickBooks
- access virtually unlimited date and time stamped notes as well as history of company’s prospects and customers. View a list of notes and see the entire contents of a note
- attach company representative/salesman to each prospect. Track each sales decision as the prospect is converted from prospect to customer
- quickly identify the last communication with a prospect from the contact tab
- access pre-defined templates to save time building e-mails and letters. Easily customize the HTML graphical templates to e-mail customers
- access company-wide account data, including prospect information, customers, and the role that each contact plays in construction business relationship
- provide a web page on your site where customers can submit requests for service

Sales Management:-

We can design and build sales management solution that:

- gives sales representatives fast online access to data. Construction company sales representatives need solutions that make their jobs easier, not more complicated.

- is an intuitive SFA (Sales Force Automation) solution every sales rep will love and use
- provides powerful opportunity management, forecasting, and reporting, so company owners can be confident their teams are producing at their full capacity. Construction company sales managers will get access to the activities of their representatives and insight into sales pipelines.
- provides powerful analytics, business owners can have the real-time information they need to be effective

Bid Management:-

We can design and build bid management solution that:

- lets you add pre-job photos. Take the digital photos and upload them into the bid
- easily build new bids by selecting three products scenario
- edit existing bids for customers
- easily look up older bids for reference later. Many prospects buy up to two years after they receive a bid
- change individual quantities/prices on each line item for a bid
- easily select a product color to show the customer on the bid
- add bid comments to show up on final proposal
- easily add custom notes geared towards customers
- print bids in full color
- view bids online through company website

Product Management:-

We can design and build product management solution that allows you to:

- add many different products and different types
- set custom prices for each aspect of a product
- add multiple manufacturers for your company
- add extra services that you offer to clients
- set custom units/sizes for extra services as well as prices

Scheduling:-

We can design and build scheduling solution that allows you to:

- schedule calls, meetings, and to-dos quickly and easily
- use color coding to quickly see type of event on the calendar
- set up estimate appointments and sales calls

- filter calendar by employee - Easily view employee availability and instantly drill down into individual calendars
- let employees quickly see today's and future activities along with important alerts and reminders
- add personal events - Alert employees about important tasks and calendar changes with e-mail or text messaging
- set up group meetings quickly. Sends alerts to all participants
- set reminders and to-dos for both personal and business events
- access detailed note history for each appointment
- follow direct link to customer information
- access maps and driving directions for appointments from the calendar
- quickly determine time and distance between appointments
- access different calendar views: month, week, and day for all users
- access detailed information for each event