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Abstract

Apix CRM is a customer relationship management software designed to help businesses manage their customer interactions and improve their sales and marketing efforts. It is built using Java and runs on Windows, Linux, and macOS.

Key CRM aims to provide a user-friendly interface, real-time analytics, personalized communication, streamlined workflow, scalability, data security and compliance, integrations, customizable dashboards and reports, mobile access, and excellent support with continuous updates to meet evolving business needs.

Automated Deal Sourcing

Some CRM includes an automatic deal scoring feature that assigns a score to each deal based on its likelihood of closing. The score is calculated based on factors such as the deal value, the stage of the deal, and the level of engagement from the customer. The feature enables sales reps to prioritize their efforts and focus on the deals with the highest likelihood of closing.

```
1 public class BallerinaGreeter {
2     public void calculateGreeting() {
3         // ...
4     }
5 }
```



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Lingsheng Yao



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