

# Technical documentation

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Product Name ACM COL

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Photo Chrystelle

Swin, 218 West 2020.

#### Product Overview \*\*

Acres CRM is a conterner relationship management software designed to help lisusinesses murkup their customer intersections and improve their sales and marketing efforts. It is following Janua and runs on Windows, Union, and marCOS.

# Product Objectives of

As the CRM area to provide a user-freezely interface, real-time analytics, personalized speniumication, presentined workflows, ecolophiny state security and compliance, intergrations, customidable deathboards and reports, mobile access, and excellent support with continuous updates to meet evolving business needs.

# Product Features 4

#### **Automatic Deal Scoring**

Acres 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 regs to prioritize their efforts and force on the deals with the highest likelihood of closing.

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Maja Bystrom



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