

Eliminate Waste, Save Money, & Improve  
Your Company's Image with Clean Data

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# Welcome!

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[www.QGateSoftware.com](http://www.QGateSoftware.com)

Midwest SalesLogix User Group  
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# Who is QGate Software?

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- Years of experience in CRM and specifically in complex SalesLogix implementations
- Top-level EMEA SalesLogix BP
- Tech Partner from “The Beginning”
- Thousands of users with packaged SalesLogix enhancements
- North American Sales & Support
- Broad based solutions for common issues
- Relationship with YOUR SalesLogix Partner



# Why Bother with Data?

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“Data is an asset and can be accounted for as such – it needs to be maintained to retain its value”

Brian Green – Financial Director, Continuum

“Data is the most visible part of your system to your customers, it is the element that your credibility is built on”

Kerry Travers – Senior Business Consultant, BBC

# Why Bother with Data?

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- “Hard” Costs – Easy ROI Analysis
  - Duplicate Mailings
  - Lost or Delayed Shipments
  - Delayed Receivables / Cash Flow
  - Employee Productivity
- “Soft” Costs
  - Inaccurate Reporting
  - Employee Confidence
  - Customer Perception / Satisfaction

# Tools that can help . . .

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## PowerEntry FOR SALESLOGIX

- Streamline data entry into SalesLogix
- Easily find Account or Contacts
- Avoid entering duplicate records
- Integrate address Verification and Standardization at point-of-entry

# Tools that can help . . .

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## Paribus FOR SALESLOGIX

- Clean up your database(s)
- Avoid importing duplicates from marketing lists
- Cross-reference different application databases
- Consolidate multiple databases

# Next step?

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You can find a recording of a Webcast on Paribus and PowerEntry similar to today's presentation  
By clicking this link – or pasting into a browser –  
[http://inter.viewcentral.com/events/cust/single\\_event.aspx?cid=best&pid=2&cbClass=4158](http://inter.viewcentral.com/events/cust/single_event.aspx?cid=best&pid=2&cbClass=4158)

## FREE Data Evaluation!

Contact your Technology Advisors Representative

More information at [www.QGateSoftware.com](http://www.QGateSoftware.com)



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