

In business life there's nearly no day going by without handing over a business card and getting one. But what happens to the contained information, being sometimes worth a lot? At best, they're thrown into the rubbish bin or end up in a wallet. After a certain time, suddenly we realize how much worth these contact data would have been if we had extracted them in time and put them to use.



Scan business cards and save time and money!

ScanIT with integrated CRM-Workflow

- Insert the business card into the CardScan scanner – **ScanIT** saves the information automatically as a lead or contact with company data. E-mails can be sent immediately.
- **Create history entries** during the scan process and record the communication with the contact.
- Plan further activities with the contact.
- Lead management with **configurable field definitions**.
- **Duplicate examination** – before a new contact is being saved, duplicates will be checked. Existing contact information is updated if you save data or graphics.
- **Send e-mails** directly during the scanning with the integrated report designer.

CRM AddOn
Factory GmbH

Am Bächle 12
86488 Breitenenthal
Germany

www.crmaddon.com

sales@crmaddon.com
support@crmaddon.com
marketing@crmaddon.com

USA: +1 203 541 0040
UK: +44 203 026 9402
+44 845 287 5789
AUS: +61 863 652 842
GER: +49 89 454 6170
+49 8282 800 400

Graphics support

- Save the data and the graphic of the business card in your system, **existing contact information will be updated.**
- **Graphics support** through adoption of the front- and backside of the business card in color or in black and white.

Adresse validation

- **Validation** of scanned data – telephone, faxes or mobile numbers will be directly integrated into the CRM system in a TAPI-compatible format with country codes; [ScanIT](#) identifies the country with the help of e-mail-addresses and telephone numbers.
- **Domain examination** - [ScanIT](#) checks if the domain really exists. If the test returns a negative result the user will be informed and can take the necessary steps.
- **E-mail/Domain entry** – If only a domain exists and no e-mail address, there will be one created. If there only an e-mail address available, [ScanIT](#) creates a conformable domain entry.

Screenshot function

- Adoption of electronic business cards as website imprint or e-mail-signatures through the [ScanIT screenshot-function](#).

Contact classification

- **Categorizations** in groups – create new groups and link contacts with a particular group.
- **Status** – Set a status for the scanned contacts, for you to see at first glance who the contact is – a customer or a business partner.
- **"Referred by" function** – Who is the database owner of the scanned contact? Who created the contact?

User-freindlieness

- **Location** – Contact information can be captured everywhere, because the communication runs via interfaces. So you can use several scanners at a trade fair (CardScan scanners). The collected data may be integrated and synchronized immediately or later into your database.
- **Standard value** – Define standard values for activities, histories, groups, referred-by and status – so you don't have to enter it over and over again.

Required systems:

Compatible CRM-System: ACT!, ACT! for Web, Sage CRM, SalesLogix or Sugar CRM.