

# OPPORTUNITY MGMT FOR MOBILE

The Smart Business Development App for Construction Pros

Today's construction professionals need to be in the loop when on the move. Equipped with a modern mobile business development tool helps them know the health of their sales pipeline in an instant and makes managing relationships with customers and prospects effortless –no matter where they are.



CMiC Opportunity Management (OM) for Mobile is the intuitive, portable and handy business development app you need to manage your opportunities, sort through your contact organization lists, act quickly on action items that need immediate attention, and ensure that you have the best shot at securing and setting up new projects for success.

Our new mobile business development app offers you the right set of features & benefits to get you organized quickly, giving you full visibility into your firm's sales pipeline – on the go.

## Key Features of Opportunity Management

**Opportunities** – Quickly find a sales opportunity or create a new one and view key information related to it, including linked contacts and tasks.

**Contacts** – View important information related to a contact. Perform additional tasks, such as sorting, filtering or editing contact-related information.

**Organizations** – View all companies in your business development app in one place. Perform additional tasks, such as sorting, filtering or editing organization-related information.

**Action Items** – Search, filter, update and create new records to track action items.

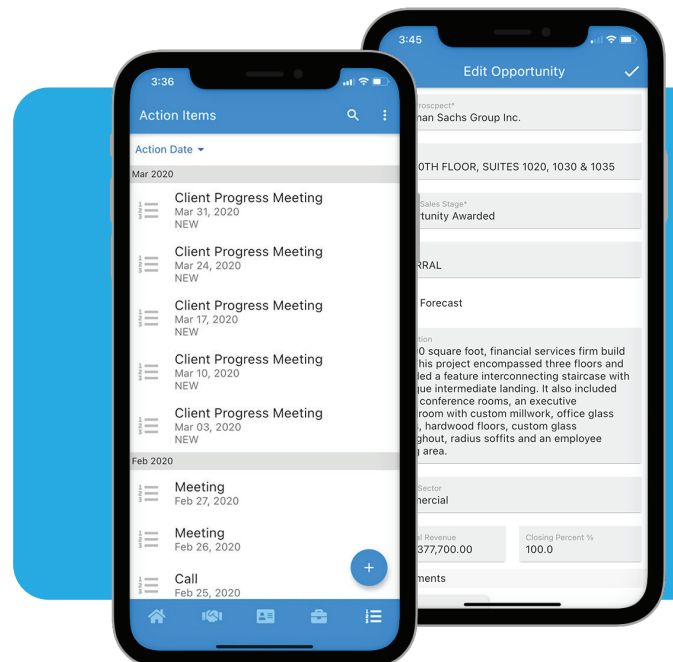
**Attachments** – View existing attachments in the app.

**Voice to Text** – Automatically convert your voice to text data with the speech recognition capability.

**Duplication Check** – Scans existing records automatically and checks for duplicates when creating new contacts and organizations.

**Link Related Items** – Creating one record displays and automates the inter-connectivity and relationships between key components, such as contacts, organization, opportunities and action items.

**Default Settings** – Set, sort, filter and save settings as defaults to automate outcomes.





## BENEFITS OF CMiC OPPORTUNITY MGMT FOR MOBILE

### ***Find Everything You Need in One Place***

- Get more organized with your customer information by having it centralized.
- Align sales and project teams around a single view of your customers, contacts and opportunity pipeline.

### ***Win More Deals***

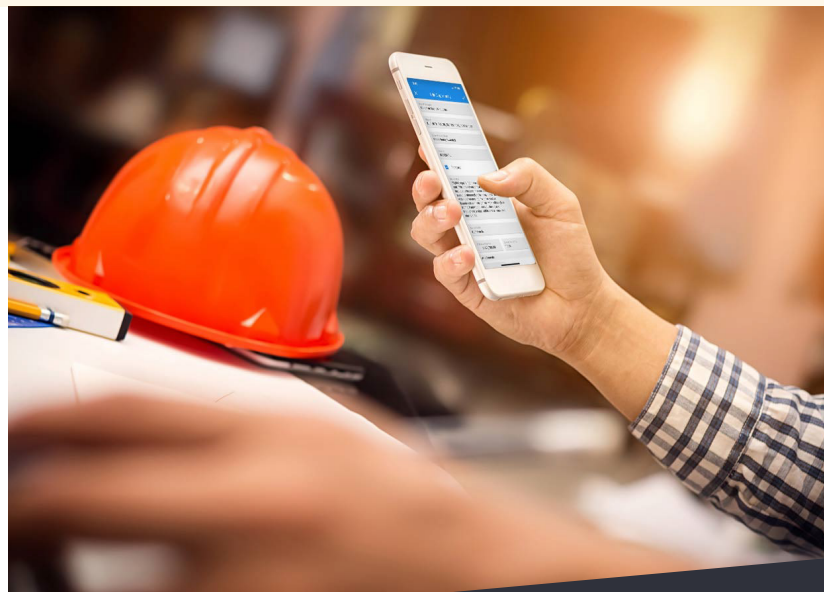
- Identify and prioritize opportunities that need attention to increase win rates.
- Get a summary of all sales opportunities, where they are in the sales lifecycle and what needs to be done next.
- Track opportunities as they progress through the sales process.
- Forecast your future sales revenues and closure timeframes.

### ***Improve Customer Relationships***

- Enable sales teams to have better interactions with customers and prospects.
- Close more deals by delivering a superior prospect and customer experience.
- Convert customers into trusted advocates.

### ***The Final Word***

CMiC Opportunity Management for Mobile brings the full deal management process right into the palm of your hands, helping your sales team focus on what really matters most: winning the right projects. With our intuitive yet powerful business development app, you can visualize your deal pipeline, prioritize actions that accelerate the sales process and manage relationships effectively. Talk to one of our experts to explore how CMiC can help you realize your growth potential!



CMiC delivers complete and unified ERP and FIELD solutions for construction and capital projects firms. CMiC's powerful software transforms how firms optimize productivity, minimize risk and drive growth by planning and managing all financials, projects, resources, and content assets—from a Single Database Platform™.

**CMiC**  
CONSTRUCTION SOFTWARE. EVOLVED

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**TALK TO AN EXPERT TODAY!**