

**Notamedia UAE**

**CRM BITRIX24 product presentation**



**DIGITAL INTEGRATOR NOTAMEDIA IS  
A LEADING TECHNOLOGY COMPANY  
THAT PROVIDES BUSINESS AUTOMATION  
SYSTEMS, 3<sup>RD</sup> PARTY INTEGRATIONS  
AND CUSTOM SOFTWARE DEVELOPMENT**

Notamedia UAE is a Dubai-based company founded to drive and implement digital solutions of Notamedia Group in the Middle East & North Africa (MENA) region

# BITRIX24 IS A **BUSINESS AUTOMATION SOFTWARE** WITH 35+ TOOLS ON BOARD



## CRM

Modern CRM and marketing automation platform with financial planning tools



## VIRTUAL OFFICE

A single platform for your company to work, communicate and collaborate, even remotely



## TASKS & PROJECTS

From Kanban to Agile and everything in between, we've got the tools to manage your project all the way to success

# BITRIX24 CRM COMBINES 5 ESSENTIAL COMPONENTS OF SUCCESSFUL SALES

## CRM

POWERFUL LEAD GENERATOR  
& MIGHTY SALES INCREASER



CONTACT CENTER

CRM

CRM MARKETING

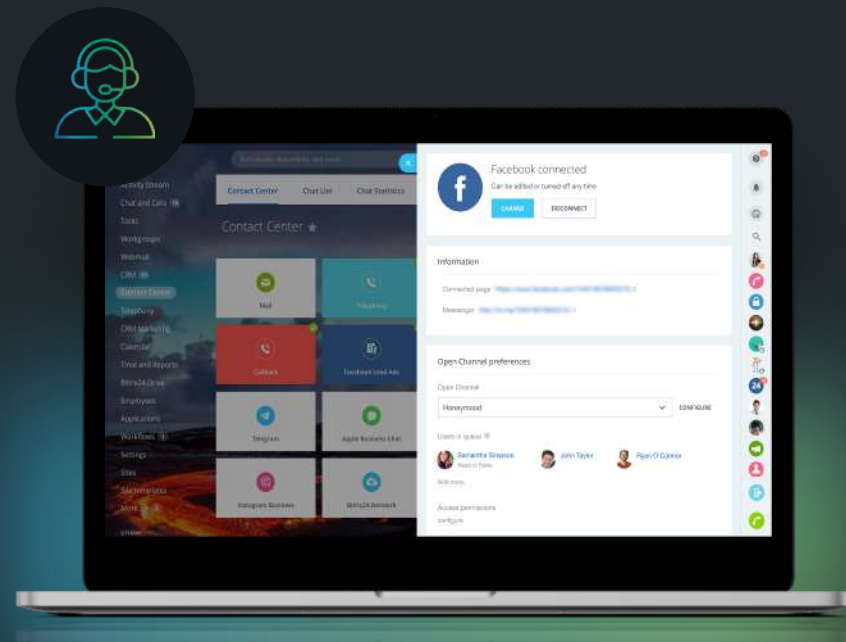
CRM ANALYTICS

SALES INTELLIGENCE

CRM FOR SALES, MARKETING, AND MORE

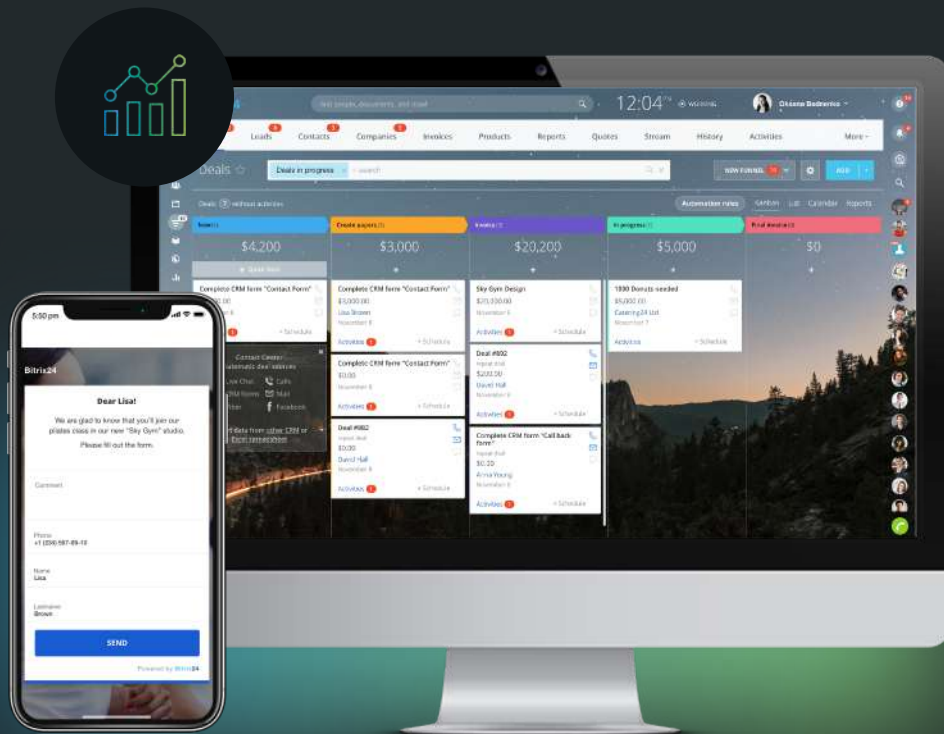
# Generate leads

- Email (shared inboxes too)
- Telephony
- SMS
- Chatbots
- Call back widget
- Website live chat
- Social networks (Facebook, Instagram)
- Messengers (WhatsApp, WeChat, Telegram, Skype, FB Messenger, Viber, Slack)
- Website forms (contact and lead capture)
- Facebook Lead Ads
- Form builder + form processor



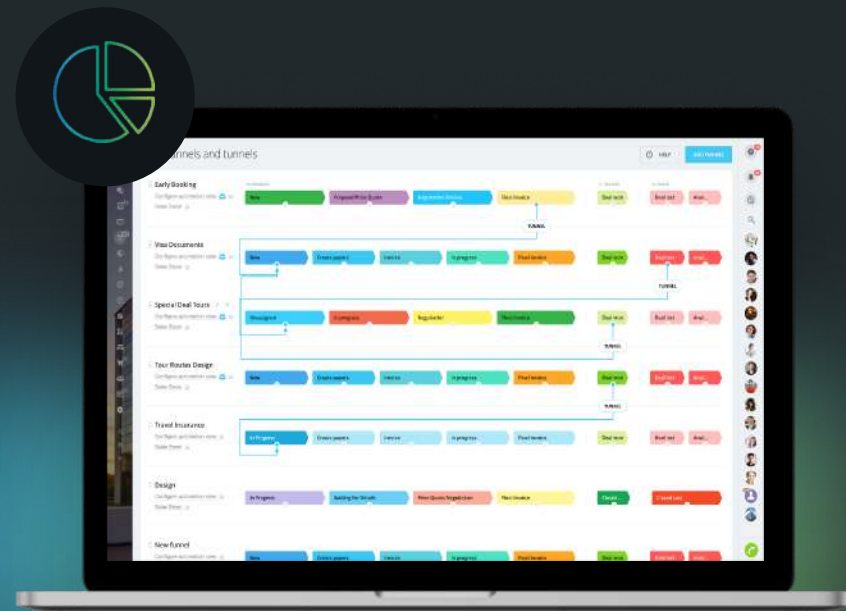
# Organize and manage leads

- Leads, Deals, Contacts, Companies
- Sales funnel automation
- Pipeline management
- 360-degree customer view
- Quotes and invoices
- Lead/deal routing rules
- Access rights for CRM fields
- 30+ vertical CRM solutions



# Turn leads into customers

- Client base segmenting
- Email marketing(up to 1 million emails/month)
- Voice broadcasting & audio calls
- Sales/marketing automation
- Ad campaigns
- 40+ rules and triggers for Facebook/AdWords
- Automated upsells, cross-sells and subscription management
- Ad agency support
- Facebook lookalike audiences



# Analyze customer data and get sales reports

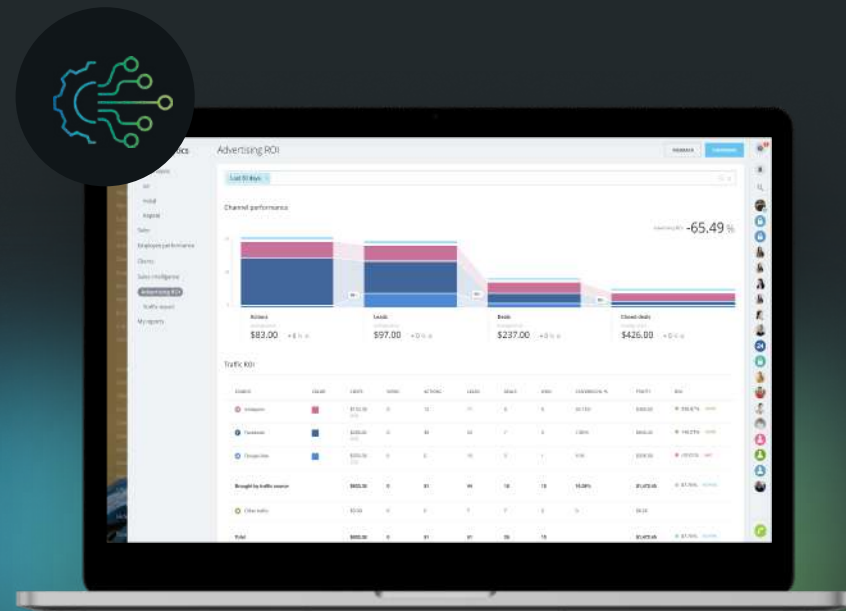
- Real time sales data
- Historical data comparison
- Sales targets
- Sales trends
- Sales plan/quota
- CRM analysis by any property
- Detailed custom reports for CRM entities





# Get amazing customer insights and sales ideas

- Track ALL your advertising (online and offline)
- Ad group analysis
- Calculate marketing ROI
- View the complete client path
- Automatic and manual expense uploading
- Sales process visualization
- Know exactly, which traffic sources and campaigns generate most sales



# CRM Store

## Digital sales suite for your business

### TAKE AND PROCESS ORDERS REMOTELY

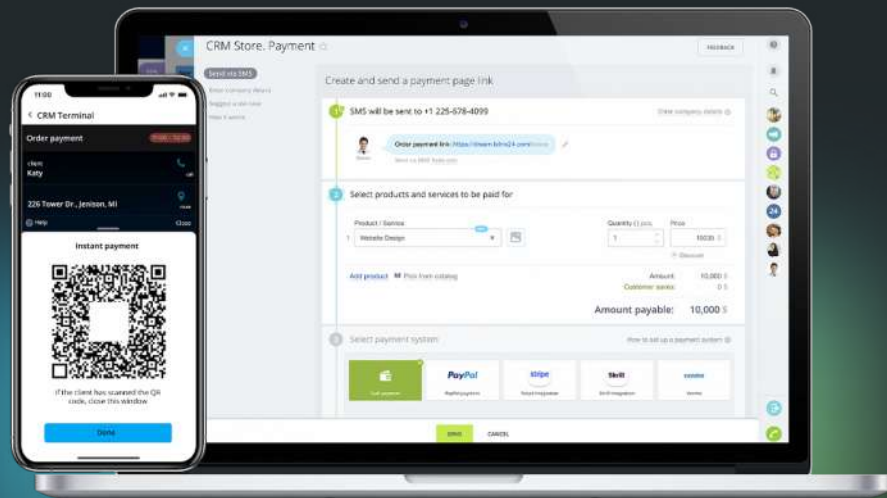
All of the requests you get from your website, phone, email, Facebook, or Instagram are added to your CRM automatically

### LEAD YOUR CLIENTS TO THE PURCHASE

Move your leads through the purchase funnel all the way from awareness to purchase

### ACCEPT PAYMENTS

Create an order, send the payment link to your client, and then accept the payment via a built-in CRM terminal



## AND EVEN MORE...

We provide **400+ useful integrations** for Bitrix24 to connect all your business functions and support your operational excellence



Telephony



Social Media



WhatsApp



Chat Bots



HR AI-based Analytics



Accounting Software



SMS



Custom Apps

## NOTAMEDIA DEVELOPS CUSTOMIZED SOLUTIONS BASED ON BITRIX24

MASSIVELY POPULAR

9,000,000

Businesses around  
the world run on Bitrix24

EXTREMELY RELIABLE

16

Data centers

600

Servers

99,9%

Availability

### UNDERGO DIGITAL TRANSFORMATION

Run your business fully online: automate your sales, client support, accounting, and other business processes.  
Bitrix24 is ideal for remote work

### REPLACE MULTIPLE TOOLS WITH ONE SOLUTION

Bitrix24 features CRM, tasks & project management, video calls, email marketing, SEO-ready website builder & more.  
All seamlessly integrated into a single ecosystem

### UNLOCK NEW POSSIBILITIES FOR BUSINESS GROWTH

Generate leads like you never did before. Save big on administrative costs. Increase your sales and offer unique customer service to your clients

## WE DEVELOP DIGITAL PROJECTS OF ANY SCALE FOR LARGE COMPANIES, MEDIUM- & SMALL-SIZED BUSINESSES

17

YEARS OF  
EXPERIENCE  
SINCE 2004

600+

PROJECTS  
ACCOMPLISHED

100+

TEAM MEMBERS

150+

INTERNATIONAL  
AND LOCAL AWARDS

9,5

OF 10 FROM REVIEWS  
BY CUSTOMERS WHO  
USE OUR PRODUCTS

5

COUNTRIES OF  
PRESENCE: UK, USA,  
RUSSIA, UAE, INDIA

WE HELP COMPANIES AND  
GOVERNMENTS **IMPROVE THEIR  
EFFICIENCY AND TRANSPARENCY OF  
PROCESSES**, AND HELP PEOPLE ACHIEVE  
MORE AND FEEL HAPPIER

**1000+**

CLIENTS HAVE PUT  
THEIR TRUST IN US

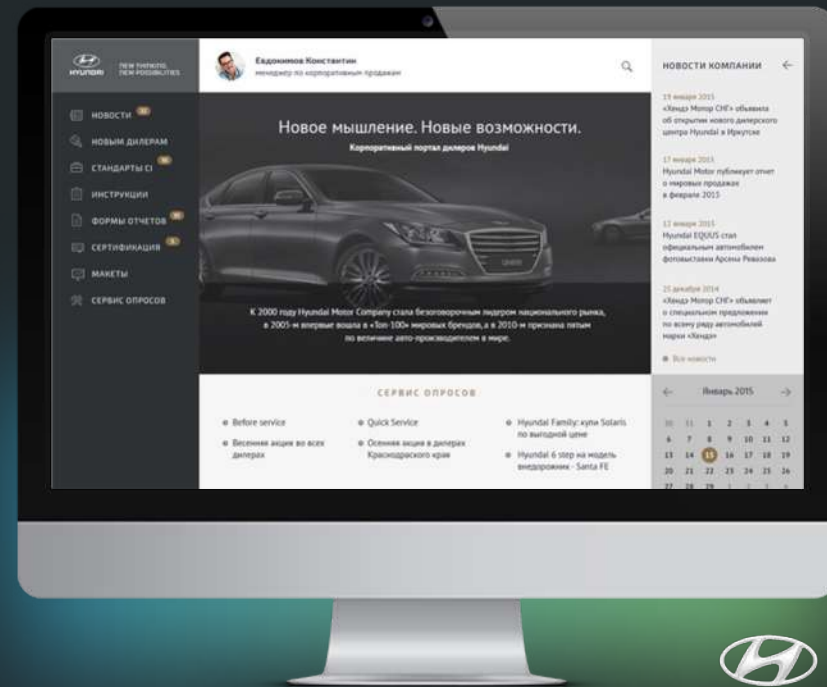


# CRM system to manage dealers network of the automotive giant

Hyundai Motor Company –  
an automotive manufacturer

## OUR SOLUTION AND RESULTS

- We have created an internal digital system based on Bitrix24 – a single-window solution for managing Hyundai dealerships
- Hyundai automatically handles thousands of dealers' reports, certifications, operations
- The wide network of dealers has quick access to the corporate Hyundai information: standards, manuals, policies, news, etc



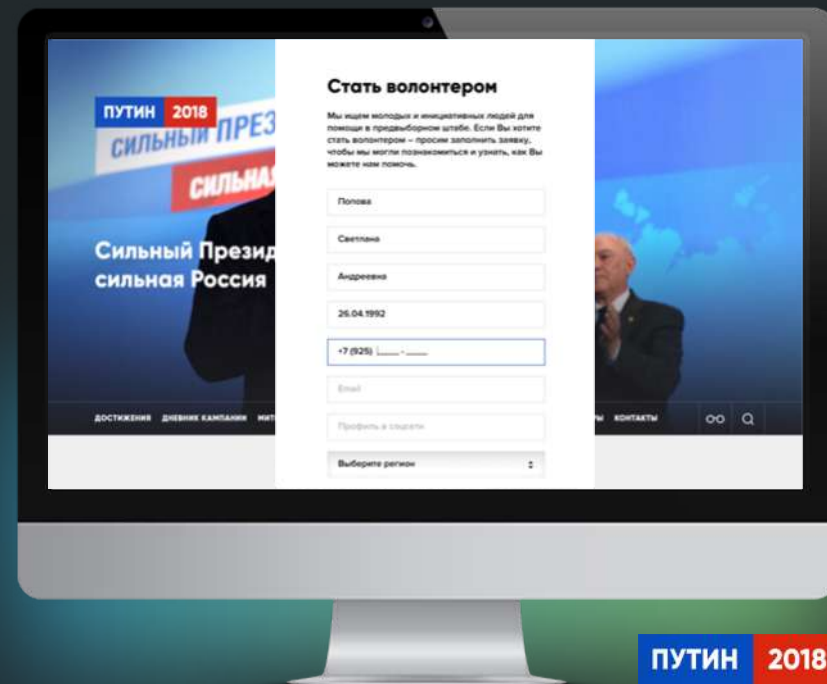
**100+** dealerships are connected to  
a single dashboard of Hyundai Motor

# Customized CRM-system for Russian Presidential Elections

## Presidential Election 2018 in RF

### OUR SOLUTION AND RESULTS

- Automation of the campaign headquarters based on CRM Bitrix24
- A one-stop access point for all regions to collect, process, and manage volunteer applications
- Supporting the headquarters with live metrics and analytics
- Reduced workload of employees by 72%



20 000+

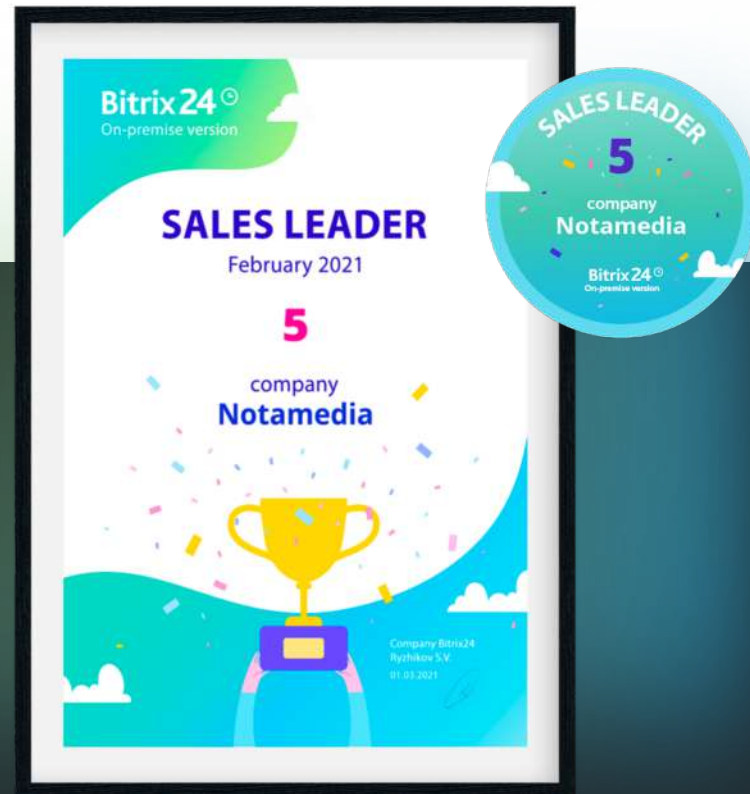
volunteer applications from 85 regions of Russia were handled at the campaign headquarters in less than 2 months



# WE ARE A GOLD CERTIFIED PARTNER AND SALES LEADER OF 1C-BITRIX AND BITRIX24

## Our expertise

- MAJOR IMPLEMENTATIONS
- OUT-OF-THE-BOX VERSION
- SOLUTIONS FOR PUBLIC SECTOR
- HOSTING

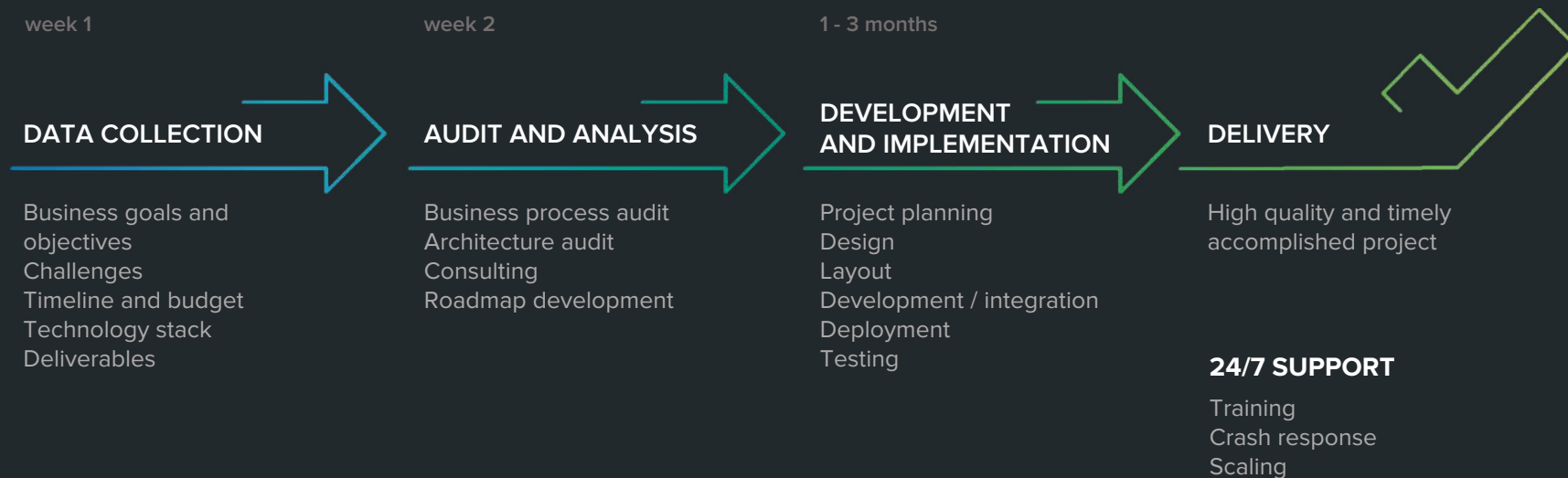


## WE CUSTOMIZE SYSTEMS FOR YOUR INDUSTRY SPECIFICS, TRAIN AND SUPPORT YOUR TEAM

<b>INDUSTRY</b>  Automation of sophisticated B2B Sales, Procurement, Production, Intranet user scenarios for thousands of employees	<b>PUBLIC CUSTOMERS</b>  Platforms and portals of any complexity with full data protection	<b>IT / TELECOM</b>  Full customer experience management, support for high-load systems	<b>AUTOMOTIVE</b>  Solutions for managing your distribution network, production, documents, customer service and sales
<b>LOGISTICS</b>  Sales and carrier management automation, integration with the Intranet for teams around the world	<b>MEDICINE</b>  AI-powered enterprise systems and portals of any complexity with full data protection	<b>EDUCATION</b>  E-learning ecosystems and knowledge bases, online proctoring, student accounting and office management	<b>RETAIL</b>  Integration of e-commerce stores with CRM, ERP, services, support for high-load systems

**30%** we help you save time and reduce costs  
by up to 30% on industry-specific solutions

# WHAT WE CAN DO TO MEET YOUR INDIVIDUAL BUSINESS NEEDS



**12 MONTHS** WARRANTY SUPPORT

# WE

## TURNING 1.5 MILLION HOURS OF EXPERTISE AND INSIGHT INTO RESULTS



### AGILE CUSTOMIZATION

We analyze your processes and fine-tune systems to your specific business needs



### IN-HOUSE TEAM

Our certified in-house team have completed hundreds of custom implementations



### INNOVATIONS

We develop and implement cutting-edge technology stack and test innovations on our own business



### ECOSYSTEM APPROACH

We offer 360° digital transformation solutions for all regions with a diverse team of experts

NOTAMEDIA

Let's discuss your project  
in UAE!

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