



www.terangasoft.com

About Teranga Software

Teranga Software is a provider of online Business Relationship Management (BRM) software. We offer a complete solution over the internet that allows all of your employees to work together anytime, anywhere. We take care of all the technical aspects with no software for you to install or maintain, and no more worries about upgrades, just allowing you to concentrate on your business.

Our mission at Teranga Software is to create a business relationship software product that is rich in features, easy to use, and affordable for businesses. We take pride in providing not only a product, but an environment that meets *your* requirements.

Products

Our company offers one main product called Business Manager. Business Manager 1.5 is a software suite which combines the following disciplines and their features:

Customer Relationship Management (CRM):

- Capture customer's contact and background information (name, address ...)
- Display street map of customer's address
- Track all communications (telephone, email, face to face ...) with customer

Partner Relationship Management (PRM):

- Capture partner's contact and background information (name, address ...)
- Display street map of partner's address
- Track all communications (telephone, email, face to face ...) with partner
- Track partnership level (premium, gold, silver ...)
- Track leads provided from and to partners
- Track leads which have been turned to opportunities and sales

Vendor Relationship Management (VRM):

- Capture vendor's contact and background information (name, address ...)
- Display street map of vendor's address
- Track all communications (telephone, email, face to face ...) with vendor
- Access to vendor's product inventory

Human Relationship Management (HRM):

- Capture employee's contact and background information (name, address ...)
- Display street map of employee's address
- Track payroll information
- Track vacation requests
- Track performance reviews
- Create company benefits online

Employee Relationship Management (ERM):

- Online timesheet entries
- Online vacation requests
- Online benefits update
- Employee bulletin board

Campaign Management (CM):

- Automatic mass email campaigns
- Campaign success measurements
- Automatic web and email lead capturing
- Web based campaigns

Sales Force Automation (SFA):

- Lead filtering and assignment
- Sales quote generation
- Win/Loss record keeping
- Automatic inventory debit after sale
- Quota assignment by Company, region, individual

Service Management (SM):

- Log and track all service requests from customers, partners, vendors and employees
- Able to assign service requests to individuals and/or groups
- Track support level (premium, gold, silver ...) for customers, partners and vendors

Inventory Management (IM):

- Inventory tracking by location
- Replenishment rules

Financial Management (FM):

- Create budget for departments
- Line item or project budgeting
- Track actuals vs budgeted

Pricing

Teranga Software offers a tiered pricing model as follows:

Users	Monthly fee per user
5 – 20	\$45
21 – 40	\$40
41 – 60	\$35
61 – 80	\$30
81 +	\$25

- There is a 5 user minimum.
- Pricing includes two (2) 4 hours admin training for one person.
- 10 hours of phone support is included per month.
- Data conversion is available starting at \$500.