

DATA IS DIMENSIONAL:

GIVE YOURSELF
A NEW PERSPECTIVE

Extranet Development: Web-Based BPM (business process management)

>> We design, build and maintain custom **web-based corporate extranet environments**, which serve to streamline and expedite our clients' specific internal processes. We employ an objective centered development process, which allows for the modular construction and integration of customized functional components. Each component is developed as needed and works on behalf of our customers to fulfill a specific BPM objective. Common objectives are described below. *Once these components are integrated with one another, a single centralized application emerges, capable of adding substantial efficiency and BPM automation to an organization's critical processes.*

Client/Customer Management

Centralize crucial client and/or customer information and make it readily assessable to your entire company. Give every department in your organization the ability to quickly reference customer data relevant to their specific process objectives. Link files, relate tasks and track all communications with your customers. Perform searches and automated functions based on specific criteria. Have the appropriate department or individual automatically notified when the status of a customer changes or a specific action needs to be taken.

Cross-reference customer data with product, service and/or project data for added dimensional objectivity.

Project/Workflow Management

Monitor workflow and project timelines across departmental and organizational boundaries. Manage electronic files and internal communication on a per-project basis. Create and assign function specific tasks based on departmental and/or individual workloads. Automatically collect, organize and redistribute task and/or project specific information to the appropriate department or individual.

Sales Cycle Management

Track your entire sales cycle, from the very first contact through closing. Automatically flag and/or categorize prospects based on the stage of the sales cycle they occupy. Automatically notify the appropriate individuals when additional support is needed. Provide sales managers and representatives with a snapshot of the entire process or a detailed view of a particular target group.

Product/Service Management

Easily input, update and manage multiple levels of product and/or service data. Track proprietary specifications and create customized reports defined by your specific process and information management needs. Ensure that each person in your organization, regardless of departmental or geographic status, is continuously custom-fitted with the most relevant and up-to-date product and/or service information available.

Make certain product and/or service information directly available to your customers through front-end client portal integration.

HR Management

People are your best asset or your worst liability. Thus, streamlining HR processes such as recruitment and hiring can provide your organization with a huge competitive advantage. Give your hiring managers the ability to manage position openings, track and review applicants and integrate new hires from one centralized location. Once hired, continue to track and manage all essential information pertaining to that person's employment and progression.

For additional information, please visit our website at: www.kalbaysystems.com

>> Modular design and development allows your organization to concentrate on the most critical areas of business, yet leaves room for future growth and process integration.

