

QBIS Software - THE COMPANY

Founded: 2000

Ownership: Privately held South African company

Headquarters: Pretoria, South Africa

Partners: Worldwide

QBIS is a highly customisable and cost effective Customer Relationship & Business Management system. It allows you to organise your whole business within a single web application, and access that information at any time. Available in the cloud or on-premise, you can make QBIS your own.



WHAT QBIS SOFTWARE IS ALL ABOUT

QBIS Software is dedicated to transforming each customer's business into an efficient, cost-effective, well-oiled machine. We firmly believe that the only way to do this is to enable each client to create a solution as unique as their business.

- One that they can customise, bend, and adapt to really fit their business.
- One that can grow and evolve with their business.
- One with many integrations to work with the products and services they love, and save them time each day. Telephony, Accounting, Online Store, Website forms, Google Apps, Outlook, Apple and Android .. everything works with QBIS.
- One with all the features they require to run their business effectively, from sales and marketing to order management, customer service, project management and general management.
- Lastly, one with an affordable price. Customer relationship management is more important now than ever, so QBIS is a product every business can afford and use to manage their business and their customer relationships.

QBIS - THE PRODUCT

Available editions

Startup, Professional, Enterprise

Deployment options

On-Premise & Cloud Subscriptions, On Premise Perpetual Licenses

Installs on Windows Server, Linux Server or Mac OS X.

Access options

Via Chrome, Firefox, Safari, I.E./Edge Browser on Mac OS, Windows, iOS, Android

Languages supported

English, French, German, Italian, Spanish (open to adding more)

Intended users

Businesses with 1-1000 employees



Qbis FEATURES

Key Features	Description
MARKETING AUTOMATION	Generate lead forms for your website and affiliates. Convert those leads into customers by creating newsletters, drip-feed campaigns and dynamic target lists. Track your results with generated graphs.
ORDER MANAGEMENT	Create custom quotes & invoices to match your branding, set up recurring invoices and track bills & payments. QBIS supports multiple layouts and tax rates, group & line item discounts, quote approval workflow and more!
PROJECT MANAGEMENT	Manage and track projects throughout their lifecycle with QBIS. Define project templates for common types of Projects, with lists of project tasks and assigned resources. Create and track booked hours, timesheets & expense reports within QBIS.
MOBILE ACCESS	Access QBIS from any Windows, Mac, iOS, Android or Windows Phone device. Compatible with Safari, Google Chrome, Microsoft Internet Explorer and Mozilla Firefox, QBIS is available wherever you are.
CASE MANAGEMENT	Manage and track cases throughout their lifecycle. Track client interaction, book hours, service parts to service cases, and print work orders.

Qbis FEATURES

Key Features	Description
EMAIL	Compose and send emails in text or HTML format, and QBIS will automatically attribute them to the contact or account they relate to.
CUSTOMISATION	Choose from multiple languages, themes and colour schemes to personalise your QBIS experience. Create custom dashboards, fields, workflows, layouts and modules to instantly access the data you need.
CONTACT MANAGEMENT	Manage all your contact, lead and account data from a single platform. Recorded contact details, emails, meeting notes can be searched easily, providing quick access to any interaction.
PORTAL & ESTORE	QBIS free Self-Service Portal has forums, cases, bugs, projects, knowledge base, event registration, invoice/payment history, and an integrated eStore.
CALENDAR	Click and drag to create or re-schedule calls or meetings. Grid views show who is free for a group meeting, and the system can automatically send an email notification to selected participants.

QBIS INTEGRATIONS

Create the ultimate toolbox for your business – integrate QBIS with all of the tools your team uses every day. Switching between apps is a tedious and time-consuming habit. Additionally, it leaves your business information scattered all over the place.

Work Smarter – Not Harder

Integrations save time and promote collaboration by providing access to every tool and every piece of information from a single platform. QBIS helps you increase customer satisfaction while reducing support costs!

Want to create an integration but aren't sure how to customise QBIS code yourself? We can introduce you to high quality inexpensive development partners – or the Developer Guide is on our site, with details on our REST & SOAP API, system design, etc..



THE QBIS DIFFERENCE

Cost effectiveness

QBIS includes more features for a lower price than most CRM solutions on the market. Monthly, annual, and perpetual licenses are available to suit the unique needs of more customers.

User minimums

Businesses can begin using QBIS with as little as 2 user, while some competitors have minimums of 8-10. Large minimums exclude potential customers who need to test a CRM before enrolling their full workforce.

Full featured

Many "CRM solutions" are missing key features that businesses rely upon. They might only offer marketing automation, but market themselves as a CRM.

This forces users to seek out other programs to use in addition to their "CRM", while eating up their time and money. QBIS goes above and beyond by including full order management & project management, in addition to standard CRM features such as sales & marketing automation, case management, email and calendar integration.

THE QBIS DIFFERENCE

Customisable

With QBIS, users can easily create custom dashboards, layouts, fields, and modules to suit the ever-changing needs of their business. This allows users to add more extensive customisation, without having to pay for expensive customisation services from a restricted set of suppliers.

More than Cloud

While Cloud CRM is increasing in popularity, there are still many clients who prefer to keep data strictly on their own servers. Many CRM companies no longer offer this option. Available as a Cloud service or On-Premise software, QBIS meets the needs of both types of clients.

Regardless of deployment option, you can also export your data from QBIS at anytime via CSV - your data will never be held hostage! And run regular backups via SSH or FTP to any server you control, or use our easy DropBox backup feature.

DOING BUSINESS, BETTER.

Requirements	Questions
COST EFFECTIVENESS	Are you currently paying for more users than you require? Does your CRM or business software occupy a large portion of your budget?
INCLUDED FEATURES	Does your current software include all the basic tools you need to run your business, such as order & project management? Have employees asked to add additional software to the system?
FUNCTIONALITY	Can requests from partners or customers be fulfilled reasonably quickly? Does the software inhibit users from completing tasks? Is the level of user complaints rising?
CUSTOMISATIONS	Do you have access to the software's source code? Can you easily create new fields, modules, and layouts to suit the needs of your business?
INTEGRATIONS/MOBILE CRM	Do you have multiple non-integrated information stores? Can you access and modify your data using any mobile device? Can you create custom mobile screen layouts for an optimized experience?
SALES & MARKETING	Do your marketers have easy access to sales & marketing data, including planned campaigns and historical results? Can you view your data trends over time for a detailed view of your ROI?

SUCCESS WITH Qbis

Lots of businesses use Qbis everyday to manage and grow their business effectively



"We know exactly where all our orders are at any time. In the CRM we particularly like being able to tie emails to a variety of options such as a contact, a project that we are working on or a marketing effort." - B. Anderson, FRANKE

"QBIS provides TravelVision with the ability to develop a highly customised sales management system that works the way we work, and that provides valuable business insights on key performance indicators that are immediately actionable." - David Ellis, Travelvision

"QBIS has been a very good investment so far and allowed us to grow from zero to a Multi-Rand business." - Paul Henderson, SA Taxi

GET MORE INFORMATION...

www.qbis.co.za

