

D-Tools Cloud Debuts

Written by Alice Marshall
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D-Tools launches its Cloud offering-- a multi-OS, web-accessible platform enabling a connected workflow and in-app collaboration for both internal and external stakeholders.



D-Tools Cloud is a scalable, simple-to-adopt web-based solution able to guide users from managing sales prospects, through quoting, system design and procurement. The Software-as-a-Service (SaaS) application features sales pipeline and opportunity management, in-app collaboration, workflow management and guidance, critical business analytics and interactive multimedia proposals accessible from any web-enabled Mac, PC or tablet.

Designed to get users onboard and working in minutes, users simply need to answer a few basic questions before D-Tools Cloud configures accounts, catalogs, templates and base systems, allowing users to start building accurate quotes through an intuitive process able to kick start productivity and reduce time to sale.

The D-Tools Cloud CRM helps users manage sales opportunities, track pipeline and quickly respond to customer demands. The UI guides users through the sales process with a clear view of what needs to happen next. It is also built for collaboration on opportunities, quotes and system design, with built-in workflows getting the right people involved at the right time.

The browser-based capabilities take system design to the next level, enabling impactful visualisations complete with products added to floorplans or even photos. Multi-tenant architecture allows installers to engage multiple team members in a system design, and invite vendors and industry design partners (such as architects, interior designers or consultants) to communicate and participate in the design process.

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Visual dashboards provide analytics with valuable insights, and it is easy to track sales pipeline, analyse business performance and respond quickly to changing market conditions. In-app guidance includes visual cues, in-app chat and suggested best practices, as well as access to D-Tools support professionals.

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