



# CRM SYSTEM

This CRM system helps small and growing sales-driven businesses manage the full customer journey—from leads and opportunities to contracts and payments.

By connecting workflows and standardizing processes, it provides clear visibility, improves efficiency, and reduces operational risks.

## 1

### APPLICATION SCENARIOS

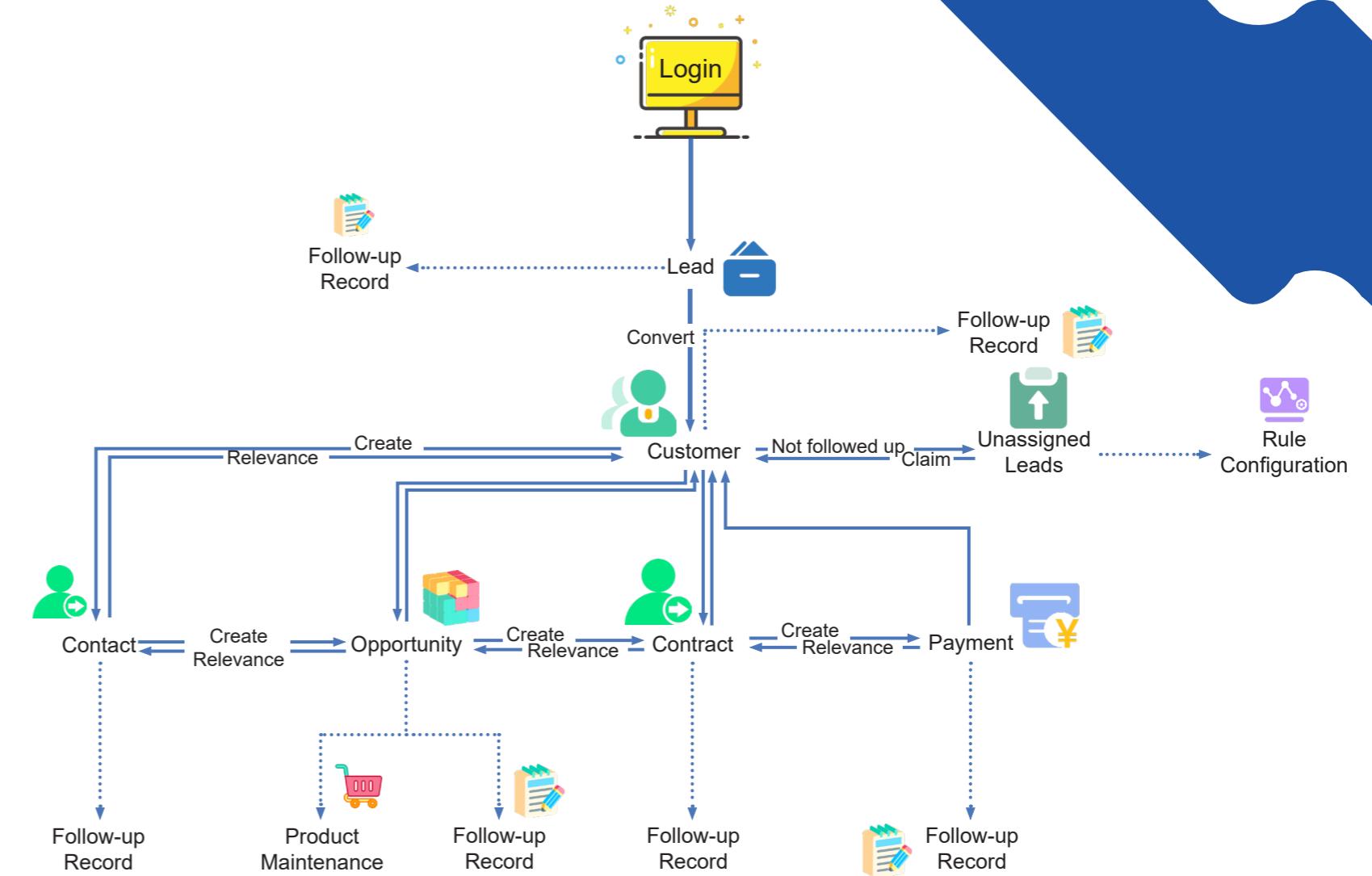
Seamless Business-Finance Integration

Product and Sales Intelligence Sync

Advanced Customer Management

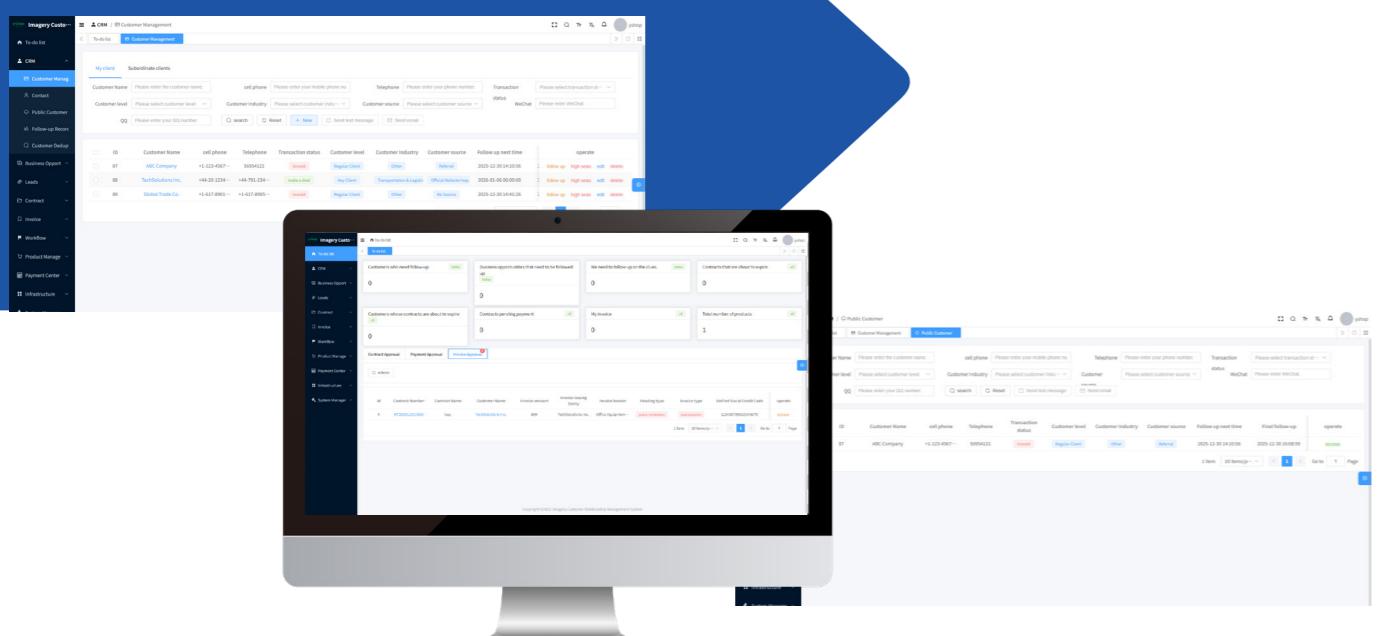
End-to-End Digital Sales Process

Automated Workflow Collaboration



# 2

## MAIN FUNCTIONAL



Business Opportunities

Dashboard

Customer Relationship Management

Leads Management

Invoice Management

Contract Management

Approval Workflow

Product Management

# 3

## Deliverables

### Localized deployment

1. Permanent system usage license certificate
2. Operation manuals for various roles in the system
3. Training videos and operation guides
4. System deployment environment documentation
5. Deployment, installation, and debugging services
6. Design of historical data migration scheme
7. Source code/executable package (optional)



### SaaS cloud deployment



1. Customer-specific data isolation certificate
2. Dedicated customer instance deployment and configuration
3. System login account and permission allocation
4. Online data import and verification
5. Online system operation training courses
6. Real-time remote guidance service
7. System automatic update and maintenance
8. Daily data backup and security monitoring
9. Customer service support and problem response



## ABOUT US

Shijiazhuang Glit Electronic Technology Co., Ltd. Founded in February 2012, is a high-tech enterprise specializing in the Internet of Things (IoT) field. With innovation at its core, we provide global clients with integrated digital solutions for customer relationship management, warehouse operations, fleet management, and engineering implementation. Our services help enterprises achieve seamless, intelligent workflows and advance the integration of IoT into diverse industries. Supported by an experienced R&D team with full-stack capabilities from sensor design to cloud integration, we incorporate IoT, cloud computing, AI, digital twins, and automation control to deliver tailored IoT solutions to our clients.

We provide our clients with end-to-end intelligent IoT services spanning data collection, transmission, and analysis, meeting diverse needs for smart monitoring and intelligent services. By deeply integrating cutting-edge technology with real-world application scenarios, we help clients enhance operational efficiency and reduce management costs.

## DEVELOPMENT TEAM

We maintain an integrated hardware and software R&D team, structured to manage every stage from design to delivery. The team includes specialists in project management, design, engineering, development, testing, and implementation.

**Tailored Solutions:** Custom architecture & implementation

**Priority Support:** Fast-response channel & regular reviews

**Predictable Costing:** Phased investment aligned with business value

**Growth Partnership:** Your digital transformation partner for the long term



## CONTACT US

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