

# PowerEntry FOR SALESLOGIX



***PowerEntry for SalesLogix enables the duplicate-free capture of accounts and contacts into your SalesLogix system. PowerEntry's intuitive data capture increases productivity, accuracy and overall data quality.***

Incorrect information wastes time and reduces the effectiveness of your system. Duplicate data increases costs, degrades customer and market perceptions and reduces your productivity.

By improving the accuracy of your data entry and providing duplicate record management at point of capture, PowerEntry for SalesLogix supports an objective of any CRM solution - high data quality.

PowerEntry for SalesLogix delivers simple processes so you can:

- Capture accurate, duplicate-free data
- Check for existing records on capture
- Reduce human error in data entry
- Maintain a high level of data quality
- Perform intelligent searches in SalesLogix
- Improve external data capture

PowerEntry for SalesLogix provides an intuitive streamlined process for entering account and contact information.

PowerEntry adds functions to SalesLogix to:

- Provide consistent email addresses
- Automate Web Address capture
- Intuitively manage case format
- Deliver simple access to multiple addresses
- Simply integrate to third party address data

In summary, PowerEntry for SalesLogix provides a significant enhancement to any system.

## ***PowerEntry in your business***

PowerEntry for SalesLogix is now very easy to modify to enable the capture of the specific information your business needs. Built in Active scripts and forms, it is simple to add or remove fields as required.

## ***Addressing your business***

PowerEntry features pre-configured integrations to a variety of leading address verification applications. Country profiles mean that different suppliers can be used for different countries.

The image shows two overlapping windows from the PowerEntry for SalesLogix application. The background window is the main data entry form, and the foreground window is a 'Duplicate Check' dialog.

**PowerEntry for SalesLogix - Duplicate Check**  
Check for Existing Account/Contact  
Enter the name of the Account and/or Contact you want to capture. PowerEntry will check for the possible existence of records with the same information.  
Contact: robert dixon  
Account: QGate  
Search Tips  
Powered by IntelliSearch

**PowerEntry for SalesLogix**  
Contact Information (Auto Format checked)  
Contact: Robert Dixon  
Work Phone: 01329 222800  
Mobile: 07976 700800  
E-mail: robert.dixon@qgate.co.uk  
Type: Champion  
Title: Director of Marketing  
Salutation: Robert Dixon

**Account Information**  
Account: QGate Software Limited  
Main Phone: (01329) 222800  
Fax: (01329) 222801  
Web: www.QGate.co.uk  
Type: Customer  
Sub-Type: Type A  
Status: Active  
Industry: Technical Services

**Address Information** (Auto Format checked)  
Address: Fareham Heights  
Standard Way  
City: FAREHAM  
County: Hampshire  
Post Code: PO16 8XT (QAS Lookup)  
Country: United Kingdom  
Acct Manager: Hogan, Lee  
Owner: Everyone  
Buttons: Save & New, Save & Clear, OK, Cancel

***PowerEntry's intuitive entry process inherently checks against existing records using the minimal initial input. Only if the record is new is the user prompted to add additional information.***

## Optimising the data at the heart of your SalesLogix system generates even better returns on your investment.

### Powered by IntelliSearch

IntelliSearch is QGate's new data matching technology. Sophisticated fuzzy matching returns potentially matching data when you enter accounts or contacts in PowerEntry.

IntelliSearch is integrated into SalesLogix so you can use it as your default account and contact look up tool. It's flexibility will make searching your accounts and contacts quicker and easier.

IntelliSearch helps when precise terms of reference are unknown by returning potential matches for the terms you do know. You can look for contacts using their first name and a

word from the account name, for example, "Bill" at "Communications" would return all the Bills, Billys, Wills, Willys and Williams at any account with Communications in the title; looking for "Manufacturing" in London would return all the accounts in London with Manufacturing in their names so you could build a group straight from IntelliSearch.

Once installed as part of PowerEntry, IntelliSearch can be used by external applications making it a powerful enhancement to any data capture or input process.

The screenshot shows the 'IntelliSearch for SalesLogix - Duplicate Account Contact Search' window. It features a search bar with 'robert dixon' and 'QGate' entered. Below the search bar is a table of results with 5 matches. The table columns are Contact Name, Score, Contact Title, Account Name, Address, Location, and Country. The results are:

Contact Name	Score	Contact Title	Account Name	Address	Location	Country
Dixon, Robert	99	Director of Marketing	QGate Software Limited	Fareham Heights	FAREHAM, Hampshire,...	United
Dixon, Robbie	99		QGate Software Limited	Fareham Heights	FAREHAM, Hampshire,...	United
Dickson, Bob	98		QGate Software Limited	Fareham Heights	FAREHAM, Hampshire,...	United
Dicksun, Bobby	98	Manager	QGate Software Limited	Fareham Heights	FAREHAM, Hampshire,...	United
Dicson, Rob	96	Director of IT	QGate Software Limited	Fareham Heights	FAREHAM, Hampshire,...	United

At the bottom of the window, there is a 'Sensitivity' slider set to 70% and three buttons: 'Add as New...', 'Select Existing Contact', and 'Cancel'.

IntelliSearch returns potential matches on known terms of reference and can be used to build SalesLogix groups

### PowerEntry address integration

Integrate PowerEntry with third party address data to retrieve the best available information when you enter or update your accounts and contacts. Using country profiles, you can apply a different address file for each country in which your accounts and contacts are based. See our *Address management with PowerEntry* fact sheet for more details.

### PowerEntry for the web

You can deploy PowerEntry on the SalesLogix web client and still harness the power of IntelliSearch as you enter new accounts and contacts. For more information, see our separately available fact sheet, *PowerEntry for the SalesLogix web client*.

### Extending your PowerEntry investment

Use PowerEntry to ensure new data is duplicate-free, then use QGate's flagship data matching tool, **Paribus™**, to discover and review matching data across the whole database. To find out more, try our free product evaluation downloads on [www.QGate.co.uk](http://www.QGate.co.uk) or contact QGate for more information and your copy of the Paribus duplicates report.

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