

# ACT!

By PASTEL



CONTACT MANAGEMENT  
AND CRM

ACT! IS THE #1 BEST-SELLER WORLDWIDE

The complete way to organise your calendar,  
your contacts and your sales opportunities.

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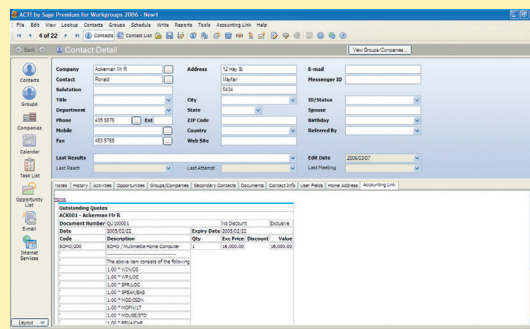
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## Contact details, documents, e-mails & phone calls

ACT! lets you keep your contact information in one easily accessible place. It records, dates and tracks all documents, e-mails, notes and webpages that refer to a particular contact. This means you can recall vital information instantly using the 'Look-Up' facility. ACT! allows your contact management to be more enjoyable, easier and more effective.

- Store thousands of contacts.
- Manage them individually or in groups for account based activities.
- Create and send personalised letters or e-mails to individual and grouped contacts.
- Log future and completed activities for each contact.

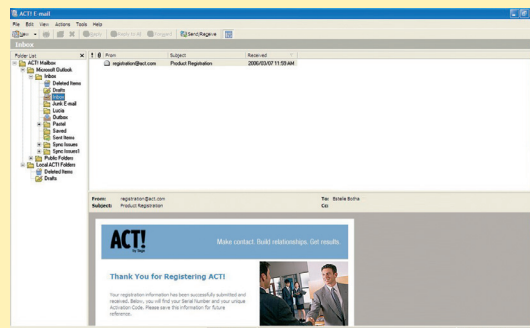


You're just a few clicks away from a detailed history of contacts and tasks.

## Diary, tasks, notes & reminders

You are never more than a few clicks away from the full history of your dealings with a specific contact. You need never search for a piece of paper again!

- Fully customisable. Choose the information you want to record and how you would like to view it.
- Full calendar functionality. Pop-up alarms even work when ACT! is not running.
- Easily import/export contacts with Outlook®.
- Show a complete history of calls, meetings, e-mails or documents relating to each contact.
- Synchronise your data with Pastel Partner 2005 and up.

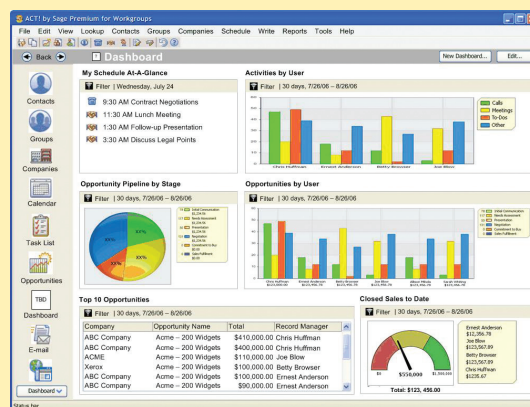


Instant access to a detailed history means you can always be in control of the situation.

## Sales opportunities, pipeline & forecasting reports

ACT! helps you manage every stage of the sales process, logging where you and your sales force stand with each customer. With three new dashboards, including Active and Opportunity summaries, you can instantly tell who's bought what and when. It can also help you decide on future sales opportunities and what needs to be done to clinch them. ACT! is a vital tool in improving your sales forecasting and revenue management.

- Categorise, edit and update all sales opportunities and review key account status instantly.
- Sophisticated dashboards, reports and graphs can be produced on any aspect of sales status.
- Advanced mail-merging facilities allow for more effective targeted communications and selling.
- Networking and Outlook synchronisation improve team knowledge and performance.



Dashboards allow you to track valuable sales information.

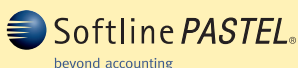
### Minimum System Requirements:

Microsoft Windows XP Home (SP2), XP Professional (SP2), Server 2003 Standard Edition • Microsoft SQL Server 2005 Express • Minimum Pentium IV, 2GHz or higher • Minimum 512MB RAM® (on Windows Vista recommended 1 GB RAM) • Minimum 1 GB of available hard disk space • CD-Rom drive • SVGA (800x600) or higher resolution monitor • If installed as a stand-alone module.

### ACT! Works with:

Pastel Partner 2005 and up • Microsoft Outlook 2002/2003/2007 • Microsoft Outlook Express 5.5/6.0 • Microsoft Office 2002/2003/2007 • Microsoft Internet Explorer 6.0/7.0 • Adobe Acrobat Reader 6.0/7.0/8.0 • Eudora 5.2 • Palm OS handheld 3.5 - 5.4 • Pastel Partner Multi-User versions of 2005 or higher required • ACT! Network version required.

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