

Your platform for accelerated growth

SOLUTION OVERVIEW

Challenge

You've heard it before: time kills all deals. When your teams are constantly racing against the clock, disjointed systems and silos only waste valuable time. The information you need fast is scattered across too many places, leaving you scrambling to find it. Email is where your team is most comfortable, but email alone doesn't cut it when crucial pieces like project pursuits and historical context are factored in.

It gets worse. Accurately showing pipeline progress is just as critical as ensuring predictable revenue. Not only will you fall behind trying to report on these key growth indicators, but it feels impossible considering the nature of project-based business.

Let's face it, most projects come from your relationships. But, are those check-ins and decisions on-the-go really being input in a Client Relationship Management (CRM) tool? Strategic capture plans fall through the cracks outside of a system recording interactions with contacts and pursuits. This sounds like a recipe for failure.

Solution

How can you move fast, drive predictable revenue, and be more strategic—all while ensuring your entire firm is on board?

You need a platform that makes widespread adoption easy by not only bringing teams and their data together, but enabling the way they execute project pursuits today *without* being constrained to a webpage login.

Your gain market momentum when you invest in a software solution that makes it easy to breathe strategic insights throughout the entire lifecycle of your pre-sales process and project pursuits. Never fall behind or lose sight of your progress.

It's time to accelerate your growth with a platform that gives you quick views into your pipeline, accurate revenue predictions, and is purpose built for the way AEC wins business.

Your catalyst for change

Unanet CRM by Cosential is the only growth platform that goes beyond a CRM in owning the pre-sales process for market leaders winning business in the AEC industry.

Drive ahead in capturing the market

- Manage your contacts on-the-go and feed your team critical milestone moments.
- Ensure you're pursuing the right business by qualifying opportunities.
- Accelerate delivery of accurate proposals by adding Marketing as key players.



Kickstart measurable success and predictable revenue

- Seamlessly manage your pipeline without leaving your email.
- Easily track your revenue and uncover gross margins tied to projects.
- Add predictability to your business with accurate revenue projection.

Enable your organization to strategize for the future

- Strategize how you capture new work and build meaningful account plans.
- Keep a constant pulse on the state of your business with centralized reporting.
- Bring other areas of your business into the fold by connecting your financial system.



Where Information Means Insight

Unanet is a leading provider of ERP and CRM solutions purpose-built for Government Contractors, A/E, and Professional Services. More than 3,200 project-driven organizations depend on Unanet to turn their information into actionable insights, drive better decision-making, and nurture business growth.



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