

ELEMENT TECHNOLOGY  
SERVICES LTD

# Delivering your Business goals

Streamline operations, boost sales, and  
delight customers

element.



Zoho  
Authorized  
Partner



Analytics



DataPrep



Expense



Books



CRM



**Begin**  
by Zoho CRM



People

# Intro

We are a boutique Zoho authorised partner and we just focus on Zoho Finance (Expense and Books), Analytics & DataPrep and Zoho CRM.

These are the tools that we believe are the key products that will help you deliver your growth goals.



Follow us

element.



Analytics



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Books



CRM



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People

# Why?

We understand the unique challenges faced by businesses today. That's why we take a collaborative approach, working closely with you from the very beginning.

We listen to your needs, identify the perfect Zoho solution, and ensure a smooth deployment process.

Our focus is on results, and we'll be by your side every step of the way to help your business grow.

**TRUSTED**



**EXPERTISE**



**TESTED**



**AUTHENTIC**



# What?

We are passionate about helping SME B2B businesses in London leverage the power of Zoho to achieve sustainable growth and move off spreadsheets

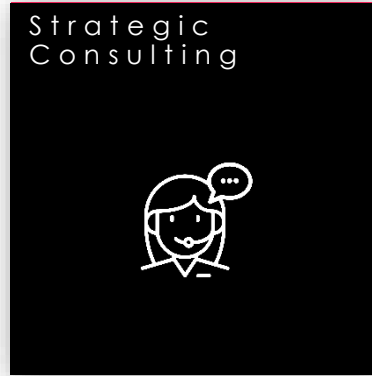
We are committed to your success and believe that Zoho can be the driving force behind your B2B growth journey.



# How

By partnering with us, you gain access to a dedicated team of Zoho experts who will work closely with you to:

- Identify your unique business challenges and opportunities.
- Recommend the perfect Zoho applications to address your specific needs.
- Implement and optimize your Zoho solution for maximum impact.
- Ensure your team has the knowledge and support to utilize Zoho effectively.



# What does it all mean?

Element supplies the software, expertise and support for the software we sell.

Businesses have an independent service organization that makes sure your investment works as you expected

**01.**

We have the right mix of software and expertise to support most requests



**02.**

Over the last two years we have refined the offering and how we deliver



**03.**

We are ready to support most B2B Service businesses



# Zoho CRM and Zoho Bigin Packages

## Standard Bigin Implementation

£350

Create and configure data fields for Contacts, Companies, Products and Deals

Configure 1 x Sales Pipeline

Integrate with email service provider

Automate – 3 routine workflows and communications

Set up users, levels and security profiles

1 x hour of user training

## Standard Zoho CRM Implementation

£3500

Create and Configure – Key modules – Leads, Contacts, Accounts and Deals – with fields unique to your business

Configure – max of 2 sales progress stages (pipelines)

Automate – max 5 workflows

Configure – Max 3 auto communications

Set up CRM Analytics reports

User and profile configuration and Training

# The Team

We are a diverse bunch, with a background in Travel, Expense, HCM, Software and Project Management



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Gavin Smith

Director

Sales



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Hayley Pool

Manager

Technology Services



# Thank You!

“Whether you ask us to supply software or services, we will deliver to the same standard and quality that you would expect from your team.”

element.



# Contact US

Give us a shout to see why we enable you to delight your clients

## website

[www.elementtech.co.uk](http://www.elementtech.co.uk)

## phone

+44(0)7939874635

## email

[info@elementtech.co.uk](mailto:info@elementtech.co.uk)

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