



PARTNERS BROCHURE

Future-proof your Business with Saphyte's **Ecosystem**

Harness the power of CRM technology in the Modern Digital Era

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Introducing Saphyte

Cloud-based, centralized CRM platform designed to streamline team, support, sales and marketing operations seamlessly through automation and intuitive tools

About Us

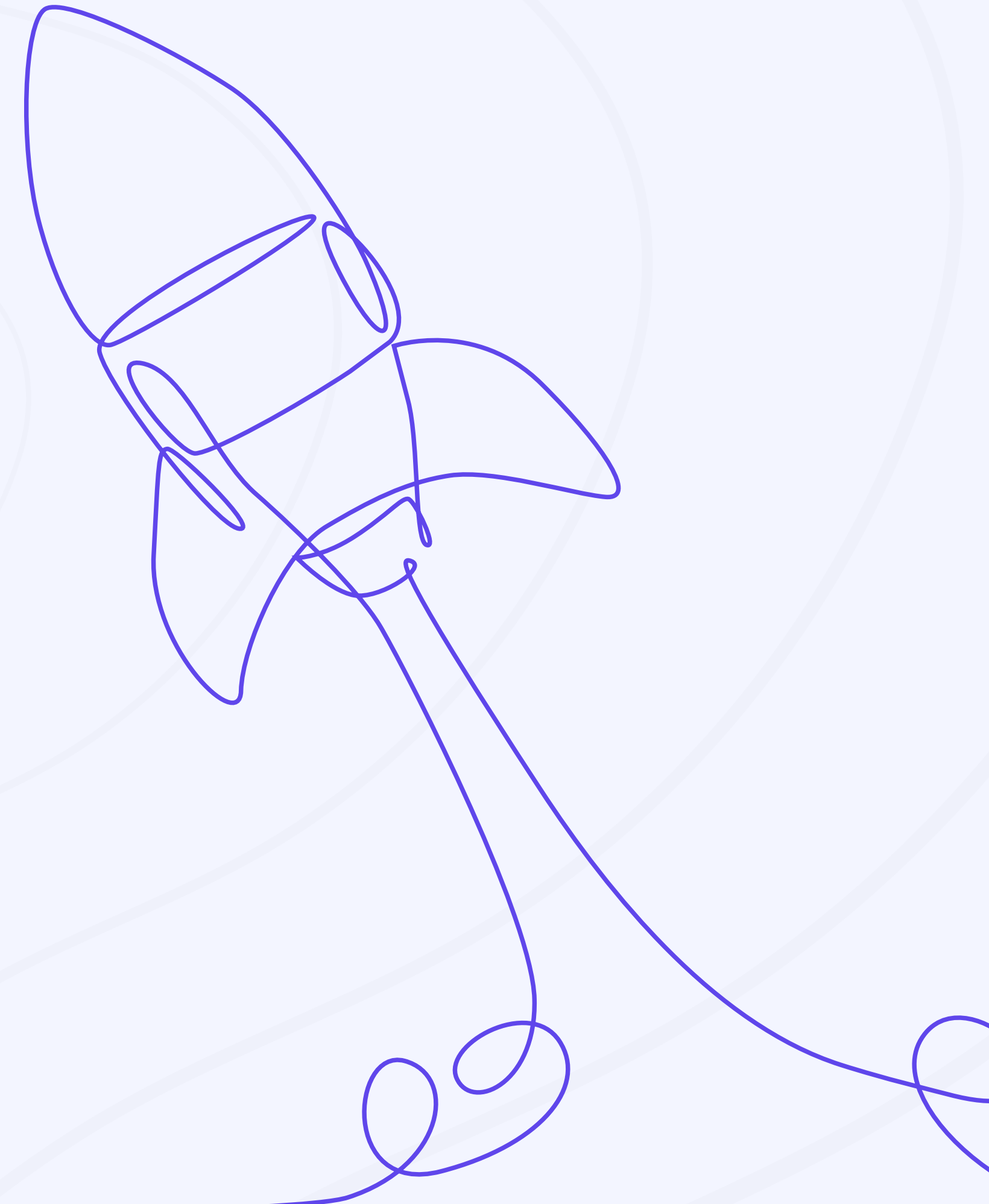
Saphyte is a cloud-based CRM system that hosts an ecosystem of sales, marketing, support, and team management features that uses automation to augment business processes. Through this leading-edge technology, businesses can now take a holistic approach to innovative and proactive marketing and sales strategies, that can future-proof their business.

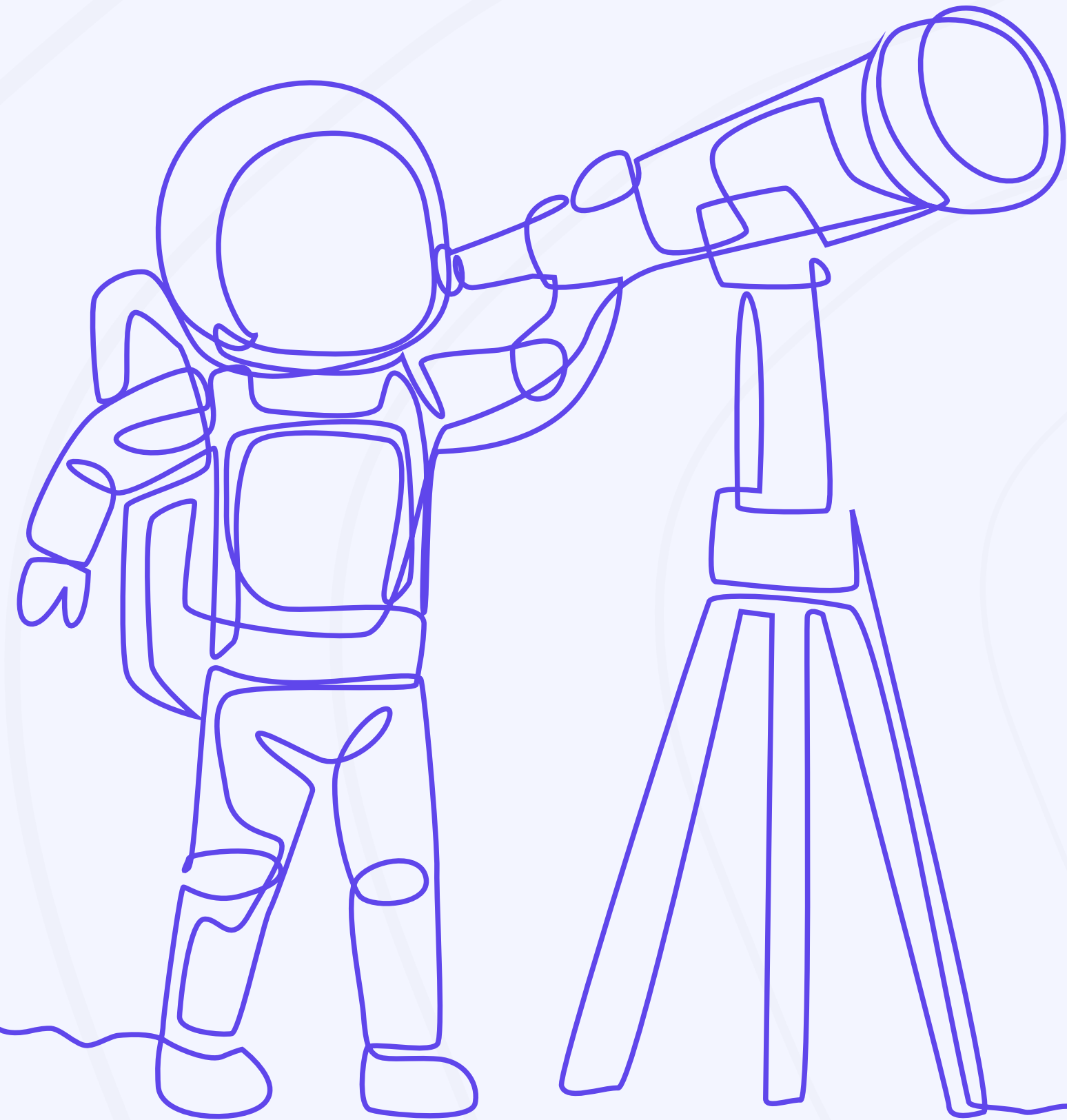
Saphyte is an ecosystem designed and engineered to be highly scalable and flexible, adapting to the unique needs of its users as they grow. This allows them to continue making powerful, impactful connections with customers around the world.



Our Mission

To bring genuine growth to businesses around the world through Saphyte and help them establish meaning and impactful customer relationships





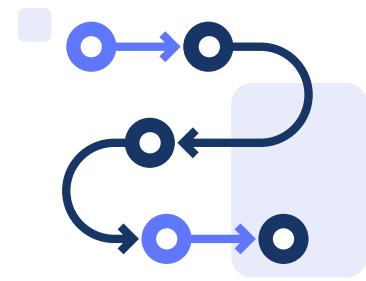
Our Vision

To be one of the elite leaders in the CRM industry that provides a holistic solution for all business process needs

State of Digital

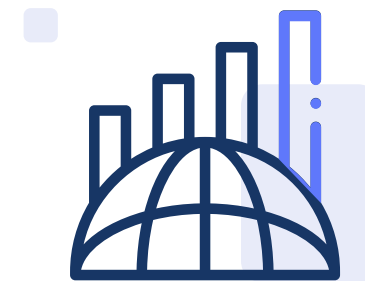
Looking at business trends through a digital lens

COVID expedited the process of digital transformation and forced the hands of businesses to shift to digitalization. Businesses are now faced with the following challenges in order to keep up with the pace.



Transforming Business Modules

[Two-thirds of all business leaders](#) believe that their companies must pick up the pace of digitalization to remain competitive and relevant.



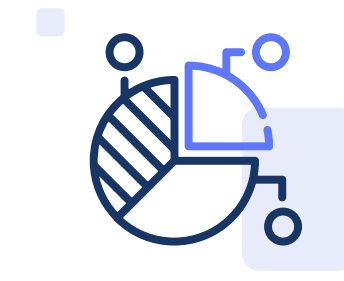
Adapt to the Digital Evolution

[60% of companies](#) have undergone digital transformation and are now reaping the benefits of new business models



Focus on what's important - Customers

[76% of consumers](#) think companies should understand their expectations and needs, hence the shift of focus.



Integrating Technology to Internal Processes

[27% of companies](#) believe that digital transformation is a matter of survival. That is why they have integrated technologies into their internal processes to create dynamism, financing mechanisms, and a vibrant innovation ecosystem.

Eco-System

— With features designed to enhance users' team coordination, sales management, and marketing management, the CRM technology sets businesses up for success with continued use.

Ecosystem Explained

After the pandemic's impact on our global economy, the world no longer functions on the one-solution-fits-all approach. Thus, giving birth to a newer business model – the digital ecosystem.

Saphyte's digital ecosystem is an adaptive, interconnected network of features that provide a holistic solution to streamlining business processes and effectively managing customer relationships. It's not a hype, rather, it's a better and more sustainable solution to ever-changing customer preferences and dynamic business environments.

How an Ecosystem can Build Better Businesses of the Present and the Future



Saphyte 2.0

— Introducing Saphyte Eco-System

We've ~~gone way past the point of being just a CRM.~~

We've now evolved to a fully fledged [digital ecosystem](#)

Saphyte has formulated the best practices in maximizing our CRM technology and equipped our partner businesses with this knowledge to cushion them from the negative impacts brought about by the ongoing disruptions.

Features

————— Be your industry's gamechanger with our powerful tools and advanced features.

We strive in making Saphyte a holistically connected, cross-device system, automating the processes of a business.

Saphyte aims to be an eco-system that does not depend on external applications for it to fully function.

Our features are categorized into four modules: **Team, Sales, Marketing and Connect.**



TEAM

Enhanced team collaboration



Customizable (Multi) Dashboard

Set the analytics you would like to see at the first glance. Saphyte lets you personalize and design your own dashboard by dragging and dropping widgets that will suit your monitoring preferences.



Reports

With Saphyte, reporting becomes easy through its Report Wizard that will guide you in creating your own customized report or in creating reports using the predefined templates in the system.



Workflow Automation

The intelligent workflows will allow you to set up, automate, and run your business processes. With a user-friendly interface, just drag and drop, click and connect the nodes and elements in your workflow sheet and build your process seamlessly.



Role-based Access

Create the roles of your team by managing the predefined roles in the system. Implement authorization and restriction for each role and apply it to each user depending on their department.



User Management

Create user profiles for your team and manage each user's information by assigning them in their designated departments and setting their roles in the CRM.



Custom Fields

Custom Field provides you the flexibility to capture unique information that is tailored to your business processes.



System Logs

Everything is audited in the CRM. The logs are the official record of all activities, events, updates, changes, operations, and more that took place in your CRM workspace.



My Diary

MyDiary is a page where you can view your task dashboard, create tasks and associate it with your client or team members, and effectively manage your schedule.



System Notifications

Receive real-time notifications and never miss out on any information by setting your notification preferences.



Calendar Sync

Export and sync all your appointments in your email calendar (Google, Outlook, iCal, Yahoo) so you will not miss any event.

SALES

Focus on making sales



Sales Pipeline

Have a visual representation of your sales process by setting up the stages of your sales pipeline. This will help you track your deals and monitor their progress.



Sales Hierarchy

Categorize your deals according to sectors, team hierarchy, timeline, milestones, and many more to suit your business process.



Deals Management

Have the visibility of the movement of all your deals and know your forecasted income through the Deals Management.



Sales Intelligence

Come up with your next best action to improve your sales using the sales intelligence. Capture information that can help you upsell and cross-sell!



Lead Scoring

Determine the worthiness of your leads by assigning values based on multiple attributes including how they have engaged with your website and brand.



Quotes Management

Generate error-free quotes by automatically filling out the right information in the right format and ensure that consistent pricing reflects your brand image as unified and reliable.



Client Management

Store your contacts and manage all the information related to your client all in one repository. In Saphyte, you will be able to automate your processes, organize your data, manage your tasks, generate your reports, and many more.



Invoice Management

You can customize your invoicing code, configure your invoice calculation, view your invoice history and add comments, download, print, associate invoices with your deals, email invoices to your clients, and more all with Saphyte's invoicing feature!



Payment Link Generator

Payment Link Generator lets you request, accept, and record an amount received from your customers quickly from online payments.



Product Catalogue

You can easily categorize, organize, and standardize all your product information across all sales channels in one centralized repository.

MARKETING

Augment your online presence



Email Marketing

Increase your lead conversion rate faster using email design templates, bulk emails, workflows, scheduler, email tracking, and more.



Subscriptions List

Engage and target specific group of contacts based on different criteria and behavior by add them into a subscription list.



Email Tracking

Track the moment your email is opened, clicked, sent, or failed so you can follow up with your clients in a strategic and timely manner.



Campaign Management

Associate your deals and clients with a campaign so you can measure the effectiveness of your marketing efforts directed at your target audience.



Email Templates

Make your emails look professional and impressive with Saphyte's built-in email design templates.



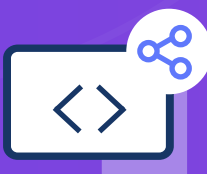
Bulk Email

Send a single email to thousands of target recipients from your client database all at once at a specified time.



Landing Pages

Choose from our intuitive and responsive templates to create landing pages that will help you drive traffic to your website and increase your online traction.



Form Builder

Forms are an essential tool for your onboarding process. It is where you create tailor-made specifications that capture only the important information of your client based on the created custom forms.



Drip Email Marketing

Let your customers remember you by using drip marketing. This feature helps you automate the emails sent to your customers at a certain time or certain event and keep it over time.



Campaign Analytics

Measure the ROI of your marketing efforts and evaluate your marketing campaigns through various parameters and analytics.

CONNECT

Increase your customer loyalty



Client Portal

Establish a secure gateway of connection with your clients using client portal where you can exchange sensitive information, files, and services with your client over the INTERNET.



Team Chat

Bring your team together and connect them in a single space with Saphyte Team Chat! This feature fosters collaboration, promotes team engagement and faster and effective communication among your team members!



Live Chat

Provide an instant support to your website visitors by installing your Saphyte live chat widget. You can have your support team interact with your customers real-time and provide immediate solutions to them via chat.



Ticketing

Enhance your customer service by having a ticketing system that helps you organize your daily workload and prioritize the most important issues you need to work on.



Request Management

Deliver high-quality level of support to your customers by responding and fulfilling their requests through a help-desk portal accessible over the Internet.



Email

Get the full context on your company's customer relationships by having access to your customer interactions and email communications in one place.



Chat Analytics

Understand how you can optimize your chat support by measuring if your agents are reaching their KPIs through a real-time graphic report.



Customer Survey

Capture and collect your customer's feedback across multiple channels by enabling Saphyte's survey forms where your customers can easily share their insights about your product or services.



Complaint Management

Track, categorize, assign, prioritize, and respond to your customer's complaints real-time from initiation to resolution.



Saphyte Connect App

Engage and collaborate with your team on-the-go using the Saphyte Connect app where you can chat, share files, and call your teammates. The app is available from Play Store and App Store.

INTEGRATIONS

EXTERNAL APPLICATIONS ARE INTEGRATED IN THE SYSTEM FOR BETTER USER EXPERIENCE AND ADDED FUNCTIONALITY.



Personal Apps

Integrate your Google and Outlook calendar to auto-sync your tasks, reminders, and appointments from Saphyte.



PSP Apps

Payment made easy with Saphyte. We have different legitimate Payment Service Providers that are integrated into our system. These PSPs accept payments worldwide such as Network International, Skrill, etc.



Phone System App

Track calls made by your sales teams and analyze data that you have managed to accumulate during calls to increase efficiency.



Live Chat Apps

The Chat Integration feature allows you to integrate your chat apps into the CRM and automatically convert your inquiries into leads.



Identity Verification Apps

Identity verification allows the integration of IDology and GBG to help verify the identity of your clients and identify fraudulence in any information. Link your GBG and IDology accounts to Saphyte CRM and use it for your onboarding process.

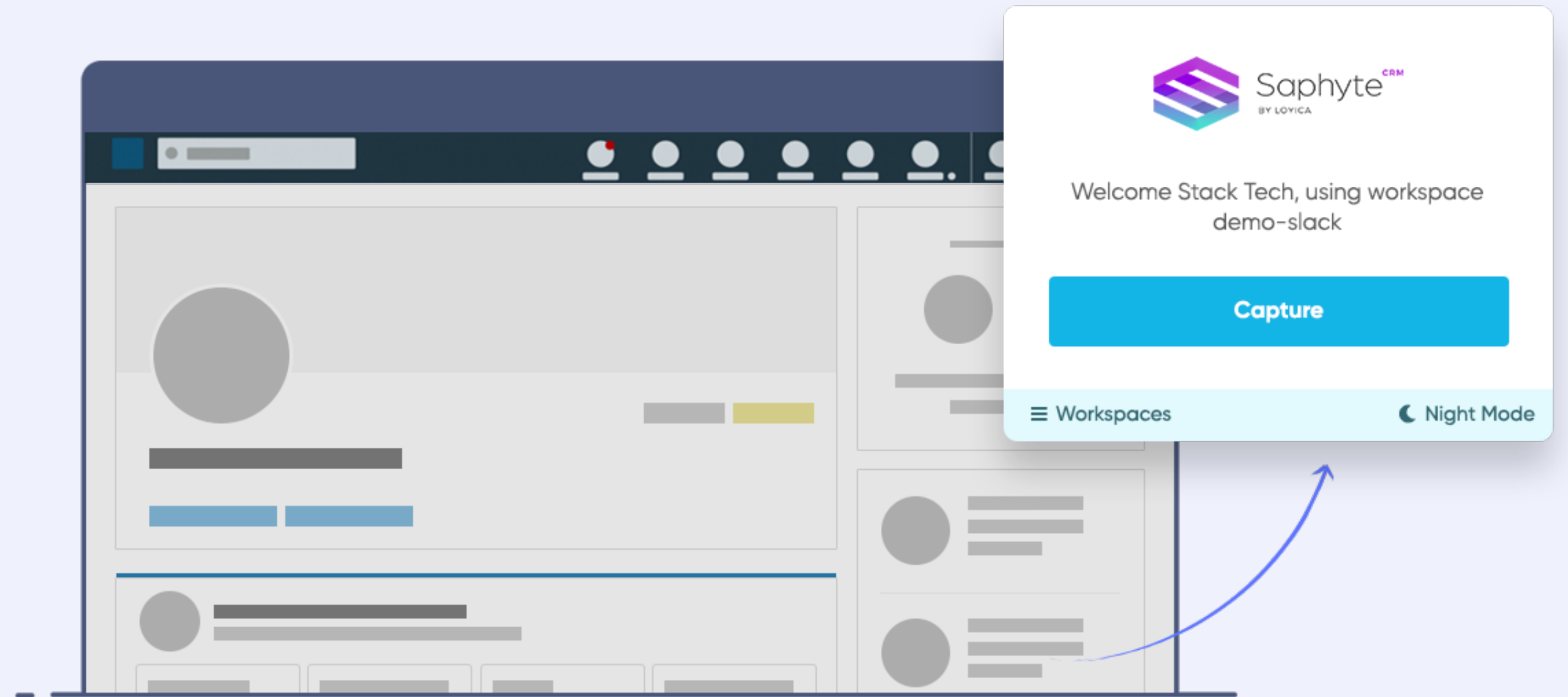


Social Media App

Helps ensure that that leads you collect through social media lead ad campaigns are captured, followed up in real time, and may lead to a higher rate of conversions

Free Tools

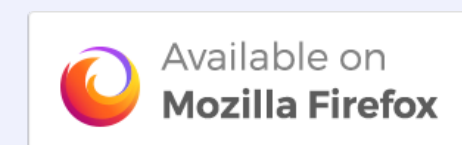
Free tools from Saphyte that can help augment your lead generation efforts. Use these tools to your advantage in growing your contact database and nurturing your leads effectively.



SAPHYTE SYNC

Saphyte Sync helps you search and capture LinkedIn contacts and add them into your Saphyte workspace.

Saphyte understands the importance of finding potential contacts on LinkedIn, and provides an easy tool to capture all the data in a simple way. You can specify if you want to create your contact as a lead, prospect, customer or company, assign them into a category, status and sub status and track all your contacts through your Saphyte workspace.



Free Tools

Free tools from Saphyte that can help augment your lead generation efforts. Use these tools to your advantage in growing your contact database and nurturing your leads effectively.



SAPHYTE SCAN

Saphyte Scan allows users to detect information from business cards upon scanning and automatically migrate the scanned information into the CRM.

The Scan-and-Store feature also eliminates the need to collect hundreds, if not thousands, of business cards to access information from leads and clients. A few seconds after scanning, the technology, instead, auto-detects data from the business cards, organizes them according to name, contact number, email, company, and other important information, and stores them into the CRM database.



SAPHYTE MOBILE APP

Saphyte's on top of your business when you're on-the-go, with the new Saphyte Mobile App!

The Saphyte Mobile App version lets you maximize your productivity by allowing you to perform tasks directly from your mobile devices. Also, you can now connect with your leads, prospects, and customers in real-time anywhere and anytime so you won't have to miss any opportunity.



Future-Proof

————— How a Digital Ecosystem like Saphyte can help future-proof your business?

The possibilities are endless

Saphyte is designed with adaptability in mind. We've always wanted clients to be able to adapt to changing business needs and requirements, internal or external, to be more efficient, productive, profitable, and to be able to expand and grow at the end of the day.



No set-up fees

There are no setup fees or hidden charges. Our plans are straightforward – you get what you pay for.



Pay-As-You-Go

Users are billed according to usage. You can downgrade, upgrade, or even cancel your subscription at any time.



24/7 Support

Our Support Team is available 24/7 to support you. We even provide one-on-one training to our new clients for FREE!



Local Support for UAE

With Saphyte headquartered in the UAE, we offer free local in-house support and training for our UAE customers.



Full-suite CRM Solution

There is no need to use multiple platforms all at once just to manage your business. Saphyte is a full-suite CRM solution integrated with team, support, marketing and sales management features to help streamline your business processes into one platform

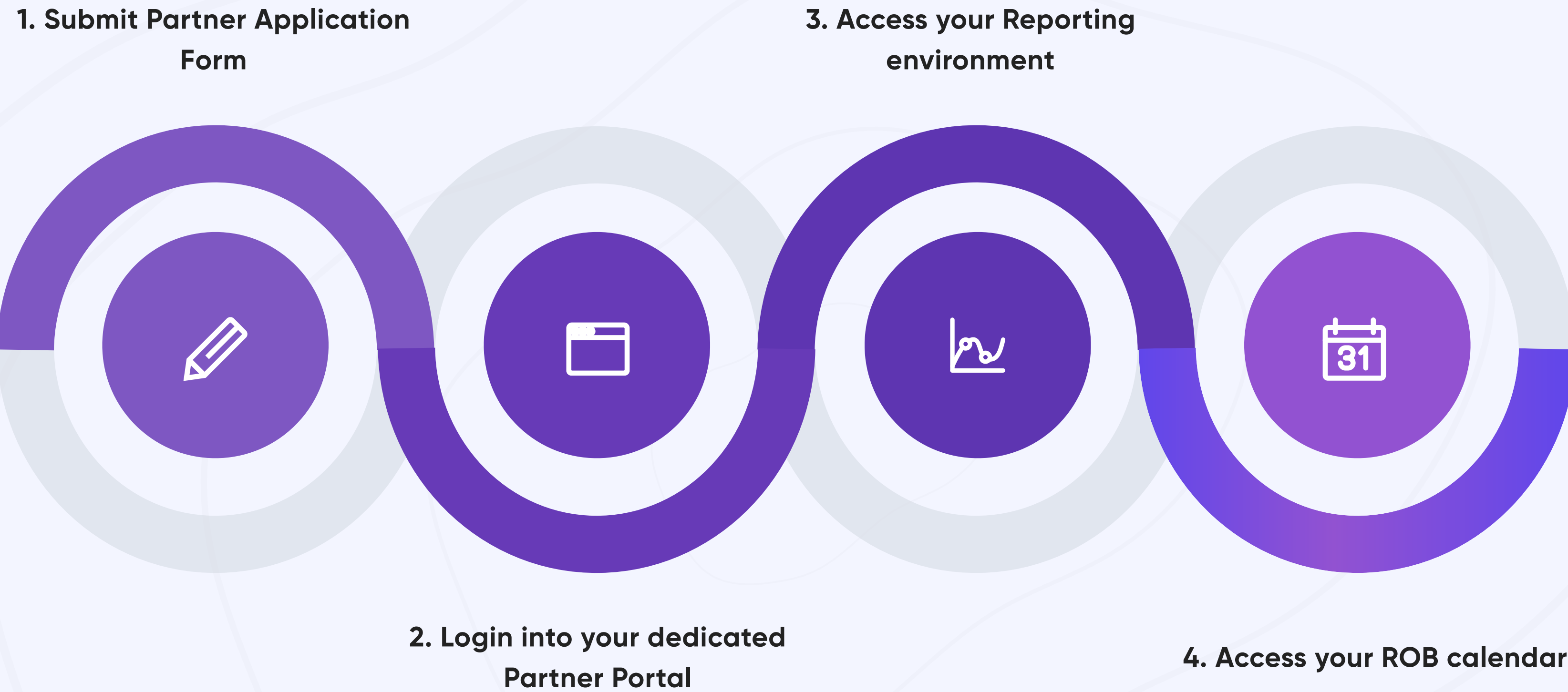


Free Implementation

Training, setup, and actual technical implementation is FREE, so you can get started without worrying about costs.

Getting Started

————— Leverage the technology of Saphyte to grow your business



Need a hand in getting yourself started?



Support

We've got 24/7 world-class support ready to help. Our #1 core value is customer service.

[Book a demo](#)



Best Practice

This tool is designed by our experts to help you utilize our software correctly.

[Grow with Saphyte](#)



Documentation

Discover Saphyte and how to use it using our simplified tutorials.

[Read Tutorials](#)



Videos

Watch informational and promotional videos to learn more about Saphyte.

[Watch Tutorials](#)

Pricing Modules

———— Flexible plans tailored for your business needs!

Choose the right plan for your business

Get started now and propel your business towards growth.

Starter	Basic	Advanced	Enterprise
<p>\$0/user Billed monthly</p> <p>Users can try Saphyte for free. No credit card required and no commitment. Subscription can be canceled anytime.</p>	<p>\$15/user Billed monthly</p> <p>The Basic plan is recommended for companies that require a system with basic features for Clients & Deals Management.</p>	<p>\$50/user Billed monthly</p> <p>The Advanced plan is suitable for businesses that require automation and customization and other advanced marketing features.</p>	<p>\$99/user Billed monthly</p> <p>For scaling businesses, the Enterprise plan has complete features (including integration) that can adapt to and manage growing business needs.</p>

*UAE Customers are subject to 5% VAT in compliance with UAE law

[Compare Pricing Plans](#)

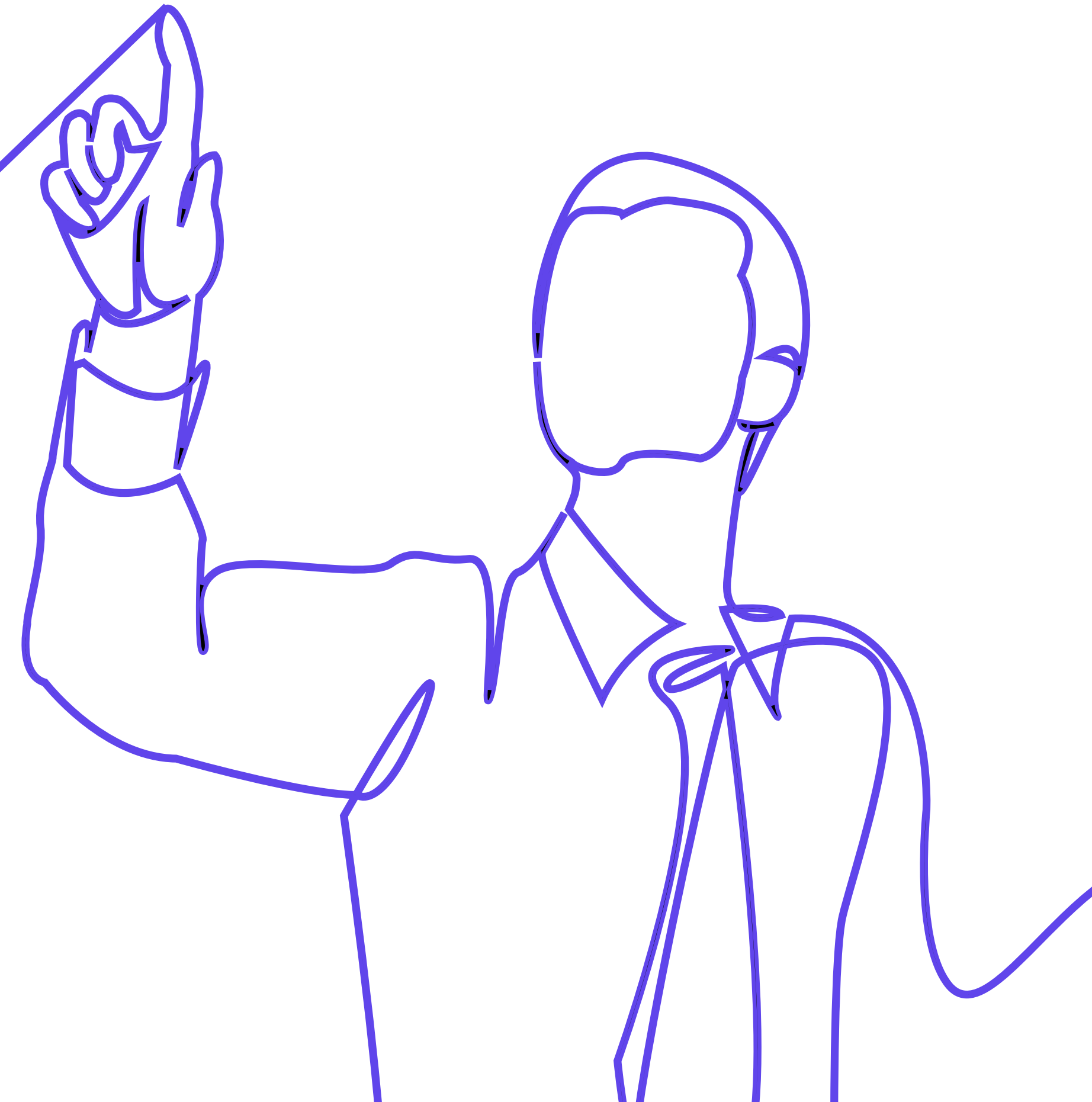
Selling Saphyte

————— Hear it straight from our customers

Selling Saphyte

Saphyte's core mission is to provide small to medium businesses and start-ups with a user-friendly and fully customizable platform that helps improve sales and marketing efficiency with the use of advanced tools and features.

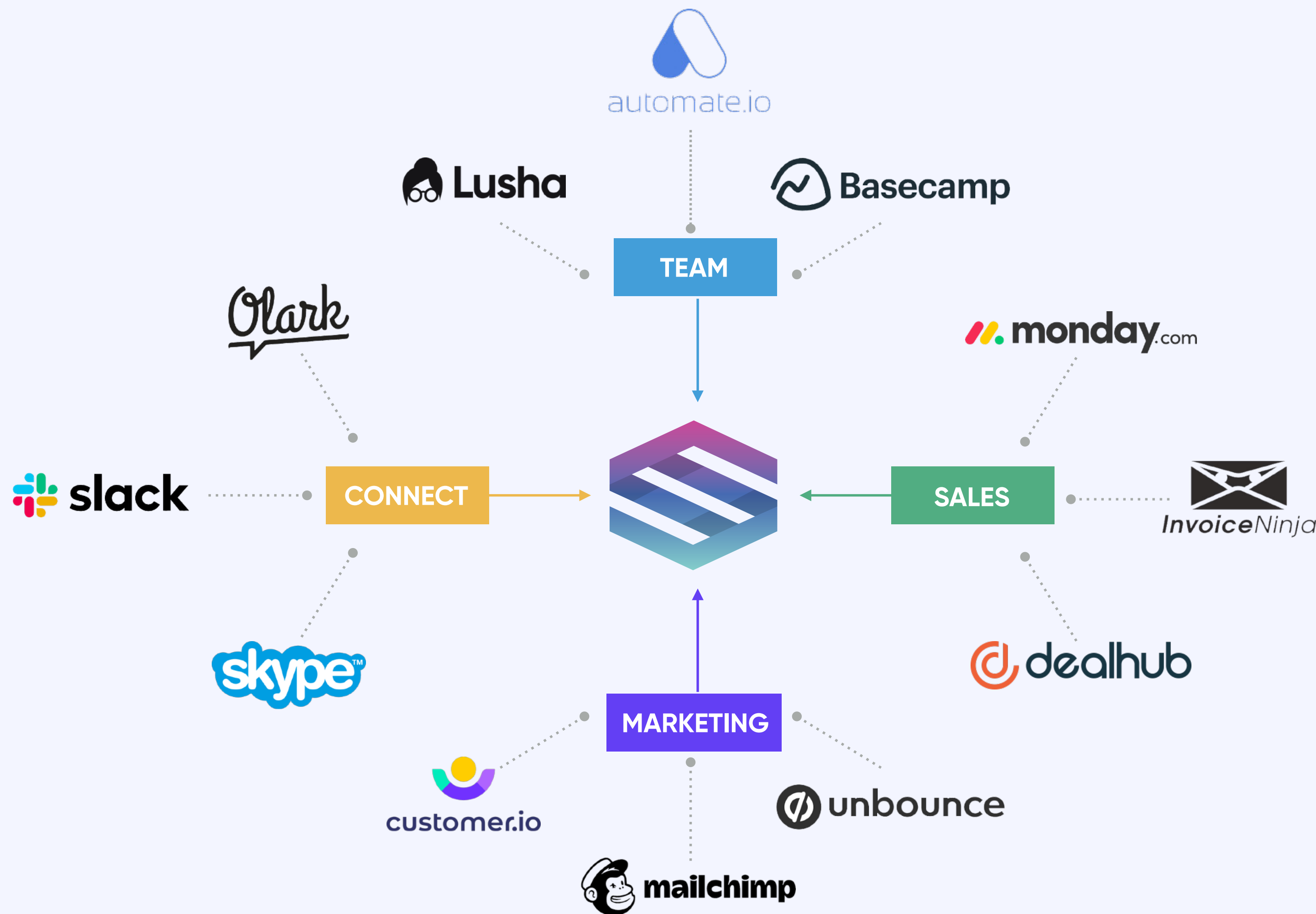
Sell a tool that your customer would love and thank you for! You do not adapt to Saphyte. **Saphyte adapts to you.**



ECO-SYSTEM

Saphyte is a digital ecosystem platform that brings all the aspects of your business together.

Saphyte curbs your need to jump from one software to another and to purchase and plug-in to different external apps. With Saphyte, you can avail all the functionalities to manage your team, sales, marketing, and customer support in one place.



COMPETITORS



pipedrive

HubSpot

odoo

freshsales



sage

sugarcrm

Apptivo

ORACLE

Bitrix24

Microsoft Dynamics 365

zendesk

Kustomer

insightly



SAPHYTE

COMPETITORS

Saphyte offers secure, customizable solutions and fields to multiple layers and stages.



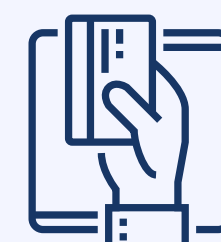
Other CRM providers put a hefty price on every customization requirement.

Saphyte waives all the set-up fees, implementation fees, and training fees for its users.



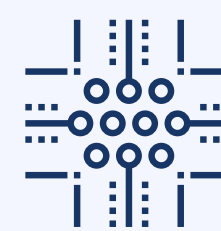
Sky-rocketing implementation fees that runs a long course

Saphyte customers will also only be billed according to usage in a postpaid scheme.



Payment is done upfront so regardless if the users are not actively using the system, they will be billed.

Saphyte's super scalability means there is no limit to how much data you can add into Saphyte.



Competitors set limits on the amount of data you can add into the system and if a customer would like to scale its data, they must pay extra to open the access.

Saphyte hosts an ecosystem of sales, marketing, support, and team management features in one platform.



Competitors offer bolt-ons to complete the functionality of the CRM for additional costs.

Sales Partnership

Saphyte's Sales Partnership offers you an opportunity to earn even without the in-house skills to support your customers.

All you need to do is close the sales and we will take it from there.

As a Sales Partner, you can implement your own sales strategy to close your deals. This Partnership Model offers you the opportunity to earn more as you level up tier by tier from Gold to Platinum up to Diamond.

Full Solutions Partnership

Full Solutions Partners are strategic alliances that help in the successful development and implementation of Saphyte solutions worldwide.

As a Full Solutions Partner, you will represent Saphyte in different regions and countries. You will offer full-suite solutions and technical support to the customers and build long-term relationships with them.

Testimonials

————— Hear it straight from our customers

Saphyte - Endless Possibilities

● Company ● Sector

TESTIMONIALS

Digital Marketing

“ Since we moved to Saphyte, CRM has been so simple yet effective in growing our sales. With our previous systems – two of the world’s leading CRM brands – we were left wanting with little support for smaller businesses like us, as well as needing to change our processes to fit the CRM. Saphyte gave us the opportunity to reevaluate and simplify our CRM strategy, it’s also worth mentioning how great the level of support is from the Saphyte team. As a result, I can now spend more time focusing on new sales strategies to grow our business while the CRM complements our processes

Panoptic Media, Greg Tickener, CEO



Manufacturing / Supplying

“ Saphyte enables us to have all our leads, customers and sales activities accessible in one centralized place. We now have full visibility on the sales teams activity and sales performance as we look to grow our sales going forward. The system is easy to use with 24/7 support meaning enabling the sales team to be productive so they can focus on the more important tasks at hand.

RSS, Steven Morris, Country Sales Manager



Facilities Management

“ Prior to Saphyte, we were logging and tracking all of our sales opportunities in spreadsheets. However, due to manual error and poor data input, it was difficult to have accurate visibility on our sales performance. Now we’re able to easily capture and manage all of our sales activities in one place meaning I can focus on growing our sales rather than manually managing the processes we had in place.

Stalwart, Tariq Abudayeh, Area Manager



Education

“ One of the benefits of Saphyte is the fact that the support is local. The team has been great in suggesting ideas and ensuring that the system fits directly inline with my processes as a business. We were using another platform but it wasn’t easy to use and with Saphyte being so user-friendly it was a no brainer for us. I now have a complete overview of our operations at the click of a button, which I can access anywhere on the road

33 Voices, Stefan Biswick, Co-Founder



Entertainment

“ Simple to use and a really fresh, clear interface. The ability to customise the CRM to meet our needs was a really great benefit as it felt we had a CRM which worked for us rather than working around existing software. Great value for money and wonderful service and support from the team.

Dubai Creek Golf & Yacht Club, Luke Manning, Sales Manager



Fintech

“ Before Saphyte CRM we were using multiple tools for the management of our leads, prospects and customers. This was too difficult to manage and as a result we were losing leads and prospects. Saphyte allows us to manage everything in one central place. The fact that it’s local, accessible for SMEs and customizable to our business helped us better manage leads and prospects and be more productive as a sales team enabling us to make better strategic decisions. We find the user interface really easy and simple and would highly recommend this to anyone looking to automate their sales processes.

Nautilus Solutions, Amit Nayyar, CFO



Immigration Consultancy

“ Saphyte has helped us improve our data capturing and data security. In our business, we generate a lot of leads and the manual methods of spreadsheets can’t compare to the automated data protection we have now with Saphyte’s ecosystem. It is humanly impossible to manually manage the lead generation part of our business but with Saphyte’s CRM, the process has now been automated and we have noticed a massive change for the better.

Vision Consultancy, Mr. Ram Satidasani, Managing Partner





Saphyte
ENDLESS POSSIBILITIES

Book a demo to grow your business with Saphyte

WEBSITE
www.saphyte.com

EMAIL
info@saphyte.com

FOR U.A.E. RESIDENTS
800 - 727 4983

FOR NON U.A.E. RESIDENTS
+971 4 388 5696