

6 key checks

WHEN SWITCHING CRM

If you already have a CRM solution, but it is holding your organisation back, hindering your growth and stopping your company from being the best it can be, then maybe it's time to change.

WHERE YOU ARE AT THE MOMENT...

- 1 Looking for the next step up?**
 Your organisation implemented a CRM solution years ago, but has outgrown its functionality, which is hampering your growth and sales process.
- 2 Ready to start with a clean slate?**
 You might have been burned by poor implementation or a bad relationship with your vendor. Has your CRM been badly adopted and people are finding ways around using it? Has your organisation got an all singing, all dancing CRM solution, but can only use it to a limited extent – and it is costing you a fortune?

Ok, you've decided ditching your current solution is the right way forward. How do you go about it?

A CHECKLIST FOR SWITCHING CRM



Waving goodbye to your current CRM isn't an easy task, you're used to it but what could you be missing out on? How much money are you wasting using your current solution? Sometimes you just have to take a deep breath and jump in.