

OVERVIEW

- Economic Development CRM is a sophisticated robust solution that helps manage all business processes and communication flows across different government agencies and departments/organizational units to enable Economic Development activity at the State government level
- Assist companies in navigating and accessing the technical, human, financial, training, educational and site-finding resources necessary to expand or locate their business within your State or County
- Promote business incentives available for businesses to grow. Help provide pertinent information relating to available buildings/sites, workforce, and tax credits, while being able to capture specific information to clearly compare and compete with other States to close more opportunities and increase private investment and job creation within your region
- Offer networking opportunities to learn about new initiatives. Share information with industry experts
- Help companies to relocate/expand their business, whether a small or large business, or an international company looking to open new markets
- Track tens of thousands of companies, contacts and opportunities in a robust and scalable system simultaneously together with activity such as meetings, discussions, emails and notes
- Track industry-specific needs, collaborate with different government agencies and departments, chambers of commerce, local economic development authorities, and municipalities to create solid partnerships
- Coordinate infrastructure and access requirements
- Track developmental incentives and tax credits applicable that be offered to companies looking to expand/relocate in the State or County efficiently and effectively
- Using a flexible CRM platform, Economic Development CRM has been designed for customization, scalability, speed, security and superior performance. Fully customizable fields and modules. Intuitive and designed for ease of use

ECONOMIC DEVELOPMENT CRM

A COMPREHENSIVE AND CUSTOMIZED CRM APPLICATION TO MANAGE THE LIFE-CYCLE OF ECONOMIC AND BUSINESS DEVELOPMENT FOR STATE GOVERNMENTS.

ECONOMIC DEVELOPMENT CRM, THE INTELLIGENT SYSTEM FOR TRACKING COMPANIES, CONTACTS, OPPORTUNITIES AND ACTIVITIES EFFICIENTLY BY NVAL - MAKES MANAGING ECONOMIC DEVELOPMENT ACTIVITY FOR STATE GOVERNMENT AGENCIES EFFORTLESS.



NVal Solutions
950 Winter Street, Suite 2400
Waltham MA 02451
Phone: 781-895-1010
sales@nvalsolutions.com

Identify, develop relationships, and assist companies to locate, expand, grow, and maintain a presence in your State or County. Target economic development activity efficiently and effectively - coordinate efforts between different government agencies and departments and improve collaboration, tracking potential private investment opportunities to maximize job creation and job retention within targeted regions. Work seamlessly with companies and municipalities to help them take advantage of available economic incentive programs.

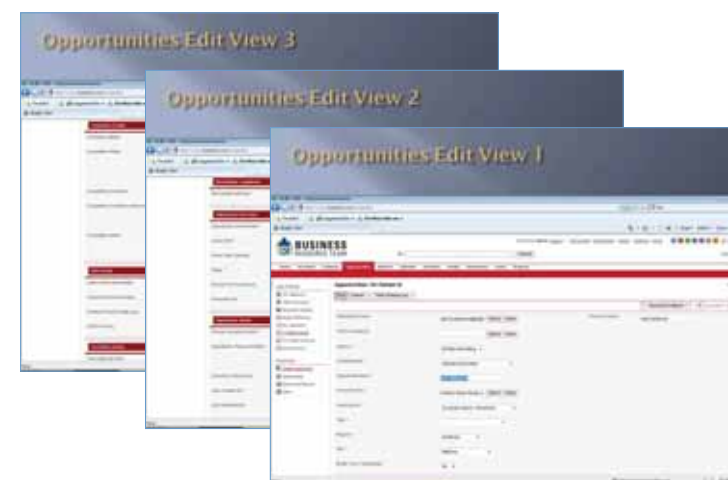
NVal Solutions
950 Winter Street, Suite 2400
Waltham MA 02451
Phone: 781-895-1010
www.enterprisevalue.com



TECHNICAL FEATURES

1. Various custom fields within each module with custom sub-panels, and within each sub-module to capture specific information relating to accounts, opportunities and contacts with several custom drop-downs for ease of use
2. Custom modules as desired. Custom views with ability to have co-owners of accounts and team-assists for opportunities
3. Multiple sort and search features built-in to track any module
4. Comprehensive built-in business intelligence for analysis and reporting. Ability to create custom reports
5. Increased efficiency through critical trend analysis based on real-time information
6. Improved information capture because of faster and more intuitive software system with custom modules and fields pertinent to business objectives
7. Information integration across all agencies and departments
8. Workflow adaptation to changing organizational needs and priorities, internal processes, and government legislation
9. Ensures ease of use, intuitive navigation, and on-demand help, support and reference materials customized to the system specifically designed for you
10. Audit trails, rules-based policy enforcement, and custom workflow
11. Ability to easily manage redesign of work flow processes and adaptation to changing regulations and/or processes
12. Ability to integrate previously disparate departments and agencies, as well as information system silos
13. Ability to support horizontal (inter-agency) and vertical (municipal, county, state and federal) collaboration programs. On-demand access to government knowledge and knowledge reuse
14. Ability to measurably reduce operating costs and increase productivity
15. Ability to customize automation of workflow processes so as to improve organizational productivity and achieve increased work-loads with same or fewer resources
16. Integration with Microsoft Outlook
17. Various related modules such as activities with tasks, meetings and calls, history, documents, and emails making it easy to track and view all related information
18. Unique modules with built-in project management, saving significant time and resources, among other features for tracking and reporting that include:
 - a. Capture of leads from the state website, tradeshow, and customer meetings
 - b. Tracking of brochure mailings and follow-up calls for campaigns
 - c. Tracking of hiring incentives and workforce development programs
 - d. Reporting on the State's development efforts to the Governor's office

ECONOMIC DEVELOPMENT CRM IS AN IDEAL SYSTEM FOR IMPROVED VISIBILITY INTO THE PIPELINE OF COMPANIES AND OPPORTUNITIES TO HELP GROW ECONOMIC DEVELOPMENT WITHIN YOUR STATE.



BENEFITS

- Economic Development CRM is the only proven State level CRM system written in a flexible, secure, open-source platform that is fully customizable and scalable. It is affordable, intuitive and a fast application that is easy to learn, use and expand as needed
- Economic Development CRM can be customized to align with your agency's specific economic development processes and workflow with custom tabs and fields for quick and easy adoption
- Achieve improved visibility into the pipeline of companies and opportunities (a) to track companies seeking business incentives, financial assistance, tax credits and workforce deployment and (b) to help grow economic development within your State or County
- Economic Development CRM is a comprehensive system designed to help you be proactive in creating financial-assistance programs for the growth and competitive success of the State's private sector
- Optimize communication across all organizational units synergizing government agency efforts at all levels
- Allow data access based on user permissions

- Access intelligent information in real time, thus increasing the ability to move all opportunities forward seamlessly and speedily. Provide industry experts in the field with direct access to all information needed at their fingertips
- Reduce dependency on in-office staff to coordinate projects and meetings and meet business objectives.
- Improve competitive advantage with increased visibility of all economic development opportunities making it easier to close opportunities more efficiently and within the State
- Economic Development CRM can be installed on your own server or run as a hosted application on one of NVal's quad-core high-speed high memory secure servers with full support. Either method provides you with the best mix of flexibility, speed, control, and low price. Access and manage information via a web-based secure portal and avoid the need for expensive client-based application licenses that do not allow for easy retrieval of information or customization
- Cost-effective customized solution with a very short payback period - literally in months, with the lowest Total Cost of Ownership (less than half) compared to any other alternative in the marketplace