

SOFTWARE FACT SHEET	MYOB EXO
Industry focus	Agriculture, Business Services, Wholesale & Distribution, Job & Project Based Business, Manufacturing, Mining, Not for Profit, Retail Trade, Sport & Recreation.
Appropriate for businesses of size (\$ turnover)	\$3m - \$50m+
A/NZ Sites (# installed)	700+ MYOB EXO CRM sites
Key reference sites (refer to the iStart website for case study detail).	WHF Group, AGPAL
Solution overview	<p>MYOB EXO CRM is fully integrated with EXO Business, allowing for the management of all prospects and customer information within the one system. Features include activities, opportunities and pipeline management, tasks and communication history, campaign management and sales team budgets, combined with the added functionality of sales or job costing quotes, sales data and client financial information.</p> <p>Comprehensive integration saves time and money by eliminating duplication of client information as well as eliminating inconsistencies and subsequent errors typically experienced when using multiple systems.</p> <p>Flexible customisation allows for varying levels of access, meaning that the information required to perform the job is the information presented. And, because all client information is located within the same central data base, you can take comfort knowing that your sales team will always be armed with current and accurate information. Also includes a richly featured EXO Business OnTheGo iPad App ideal for account managers on the road. Integration, accuracy and flexibility – three key words that define the perfect customer relationship solution for business.</p>
Current version	2015.2
Cloud hosting available	Yes
SaaS (fully browser-based)	No
xRM membership management	Yes
Call centre management	No
Marketing/Campaign management	Yes
Loyalty program management	No
Social media integration (which ones?)	Yes – Facebook, Twitter and LinkedIn
eMail integration (which clients?)	Yes - supports Microsoft Outlook
Accessible via mobile	Yes - supports Microsoft Outlook
Out of Box ERP Connectors	Yes, fully Integrated with MYOB EXO Business.
Pricing (per user per month for first 12 months excl GST)	Contact MYOB for the latest pricing information.
A/NZ Partner details	MYOB Pty Ltd, and various resellers globally refer www.myob.com/exo
A/NZ Vendor contact details	<p>MYOB Australia myob.com.au/enterprise exo@myob.com.au T: 1300 55 110</p> <p>MYOB New Zealand myob.co.nz/enterprise exo@myob.co.nz T: 0800 696 239</p>



last updated: Feb 2016