

To,

### **Subject: SAN Contact Center Solution**

We thank you for taking interest in our products. We would be happy to answer your queries (if any) related to features as imbedded. As per your requirement we can provide any kind telephony solution, please find some solution which we implemented in other Sector: -

- 1. PRI Logger
- 2. IVR Blasting, which is used for feedback calling and service reminders.
- 3. Missed Call Campaign: used for marketing/service request/test drive.
- 4. Click to Dial: website and telephony integration to call client on requirement.
- 5. SanCCS: complete call center solution for sales/service/insurance calling. It's a one box solution which can provide call center CRM, IVR, Dialer, Logger, IVR Blasting, Missed Call Campaign, Virtual Number, CDR Reports, Click to Dial, MIS Reports, Various Dashboards.
- 6. SanCallAssist: Android App based call center solution.
- 7. SanRecApp: Android App based voice recording and CDR (call detail report) tool. Basically, to monitor sales/field staff.

We again thank you for your again interest and happy to associate and serve you.

Thanks & Regards

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The solution that is being proposed is our bespoke application named SanCCS – The complete Call Centre Solution. The features and functions of the CC solution are highlighted below:

FEATURE	DESCRIPTION	EXAMPLE
Dialing Modes –	The outbound dialing modes are	Outbound telemarketing process would adapt.
Progressive, Preview, Manual	designed keeping in mind the different process requirements. These dialing modes are selectable by user and can be changed as per the process requirements.	Customer feedback process would adhere to <b>Progressive Mode</b> as that allows them to create quality log.
		B2B Process would prefer <b>Preview mode</b> as the agent need to read the client information as available before calling.
		<b>Manual Mode</b> is overriding all the above modes and allows user to dial calls randomly by inserting the calling number.
ACD – Auto Call Distribution	Automatic Call Distributor (ACD) is a call management facility that manages calls (both Incoming & Outgoing) and routes them based on the number called and described logic / handling instructions.	One of the rules is Region based routing; A call received from Germany and based on Country Code, the call shall be routed to an Agent knowing German Language.  In outgoing, the calling data is defined in Zones (based on regions / language), and Agents knowing specific language shall be connected with calls in Predictive Mode with their respective region.
Unlimited TL – Team Leader / Supervision	The management can create as many Supervisors as required. This function is usually limited in most of the Dialers, but SanCCS offers the same without limitations. The Supervisor / Team Leader can monitor single or multiple processes based on rights as set in the User Rights table.	A company managing 200 agents has over 8 processes, includes Outgoing and Incoming. The processes are complex and the Head of supervisors (Ops Head) is supposed to monitor all the processes, where as his subordinates are limited to monitor individual team (size of 10-20 agents) live performances. There is no limit to define the number of supervisor or rights
E-Mail & SMS Integration	SanCCS can trigger template based SMS based or send a template based mail on customer / client email id on call disposition. The system also supports incoming mail integration if the same need to responded / addressed by the multi-skill Agents.	A Call Center handling complaint booking over the phone shall send automated SMS & Email to the caller and complaint supervisor after the complaint is booked. This can carry the Complaint ID, standard resolution time and service conditions.  These complaints can also be received on incoming mail, and they can be shown to available agent's screen in the dialer itself. This will help the agent to call the complainant to reconfirm the issue, log complaint and send a written response to the complainant.  Similarly, API based Incoming SMS can also be integrated in the system that can be handled in the similar fashion.
Campaign Management – Outbound /	SanCCS is flexible and self-customizable. The User can define the campaigns as Inbound / Outbound / Blended. The	Large BPO / Call Center have challenges managing multiple campaigns and customizing them as per their client's need. SanCCS allows them to define



Inbound	system allows you to create as many campaigns as required and define their nature separately. Agents and Supervisors are restricted by their rights defined in the system.	each campaign individually and create users, restrict user rights, define incoming and outgoing channels / path and campaign generic functions.  There could be a supervisor handling more than one campaign and similarly agents can be given right to login in multiple campaigns.
CRMS — Online Agent Monitoring Caller ID Popup Quality Monitoring Tools, Unlimited Processes, MIS Reporting	An highly advance CRMS makes the SanCCS unique in the Dialer industry. The product allows the users to manage remote online monitoring (real time), it generates instant Popup with customer information (fetches instantly from database), provides you quality tools to monitor the live performances including call in queue, agent AHT, call conversion / success ratio. Users can define unlimited processes as defined in earlier point. And the best feature is self-defined – Custom Report Designer that allows the user to meet the client's parameters in automated mode.	The management usually prefers to monitor the process from remote location as the call center setups are spread-out in multiple cities. This helps them to keep the complete control from a central location. SanCCS seamlessly popup the caller id on agent screen before the call starts ringing and fetches the data / old log of the caller. The feature / CLI can also be integrated in external software User Owned Application. Quality Monitoring helps Supervisor to keep a watch on Agents, and also on the call flow, call in queue, disposition summary (real-time) helps to see the process success and timely lead management and resource deployment. One of the best features of SanCCS is the MIS system. Usually Dialer companies would charge for creating custom reports, SanCCS has a built-in mechanism to create reports with specific columns and formulas. These reports also have access rights, ones defined, the client or the user can directly pull the desired reports and data from the system. This reduces the manual interference and Man-hours in creating lengthy reports.
IVRS – Multi Process Time Conditions Voice Mail Call Forwarding Call Bargin	Interactive Voice Response System, the first level of interaction with caller that helps the call center to identify the caller's objective and route them to right department. This also helps in reducing manpower and handling calls in afteroffice hours. The IVRS can be defined and customized with each process / campaign, with time conditions and CLI based logics. The system also provides Integrated Voice Mail that allows the caller to leave a message in the absence of agents or if the caller is in hurry, and request a call back at later time. The system can forward the calls to an external number during the non-working-hours if the call is critical in nature.	As we define multiple processes in a call center, each process require a customized IVRS with levels and options pertaining to the process. This is easily achievable in SanCCS with ease. The IVRS can be defined with time-conditions based on working hour & shift timings. The inbuilt Voice Mail allows the user to leave a message in non-working hours to help the call center reach the customer next morning. This message can also be sent to Supervisor email id as an attachment. If the nature of the call is critical, option can be made to forward the live call on a mobile or external landline for immediate assistance. SanCCS can help the supervisor to listen to a live call, or intervene, or whisper to agent during the call. These unique features make SanCCS, undisputedly, the best in the industry.
Recordings – 100% digital call recording	SanCCS has inbuilt digital voice logger in case of calls going through server that records each conversation and saves in the server hard-disk in compressed format to occupy minimal space. (in case of mobile App we don't commit 100% recording because many phones don't give permission of recording and few of them having pre-installed recording App. We can use existing recording App to transfer recordings to server.)	Call Recording is a mandate and most critical in process. Call Center has to ensure 100% recording to satisfy the clients. SanCCS insures 100% Digital Recording and allows the user to recover them easily. These recordings are utilized for quality monitoring, verification purposes and for further trainings in the organization.



### **Product Description**

Integrated Solution - SAN presents an integrated advance IP based solution that offers integrated PBX, IVR, Voice Logger, CRM, Dialer and MIS. The application provides you a self-programmable module that erases the dependency on vendor. The SAN application also gives you freedom, flexibility, functionality, economy, performance & complete control. The system comes with advance MIS reporting engine that give it an edge over the other conventional Call Centre Solutions. Moreover, the self-customization feature gives the users more conversable with the application. Below mentioned features are subject to vary bases on the solution which is implementing.

**SanIVR - SAN IVRS**: An integral part of a call centre that enlighten the caller's ears with melodious voice messages & guidance. We look at IVRS as a professional tool that helps the Call Centre to handle the call traffic smoothly and guide the caller to an appropriate call queue. IVRS can also be designed to provide long information for which otherwise the manpower is used. This reduces the running cost and enhances the performance.

### Unique Features -

- Multilayer options with Menu and Sub Menu's
- Multi-lingual options to cater zonal or international clients
- Option to interface with database and convert data into voice and voice to data
- Option to maneuver the call differently after every message
- Flexible swappable wave files can be set

**Voice Logger** - SAN Voice Logger: Smart and intelligent software that provide complete voice recordings in office/ call centre setup. The application provides true voice quality and does deviate in the pitch, tone or volume of the conversation. The Voice Job can be tracked using the unique client ID, Phone number, or process specific tagging.

### Unique Features -

- Recording Clarity
- 100% recording on Server based calling. (in case of mobile App we don't commit 100% recording because many phones don't give permission of recording and few of them having pre-installed recording App. We can use existing recording App to transfer recordings to server.)
- Custom Tagging
- Low space / minimal file size
- Helps in resolving critical issues
- Low Maintenance
- Process/Campaign wise recording segregation

**Screen Popup SanCRM** – Screen POPUP: The front end for the agent is designed keeping various parameters in mind including the agent ease for usage and MIS. The Screen POPUP can be easily customized according to the client's process or processes. It provides call script and external links for agent to refer while talking to the client, variable disposition-based Log Fields helps the agent for probing customer's details and requirements. The Smart SMS and Email application linked with Call Disposition helps to send useful information instantly to the caller.

### Unique Features -

- Self-designable agent screen Process wise
- Editable Master / Log Fields
- Script and External Links
- Smart SMS / Email application
- Log entry is converted automatically in a reporting format
- Redial/ Dial option on screen to reconnect to the client
- Live Call linked smartly with CRM to perform various checks
- API Integration with 3<sup>rd</sup> Party CRM
- Realtime dashboard with live monitoring of agents
- Quality Monitoring Data capturing and reports



Unlimited Process and Campaigns

**Reports - SanCRM** – MIS: The Bottom Line that speaks for the whole process. Reporting is the part that needs to be flexible, in depth and creative. The module has been designed keeping all the above in mind and making it most flexible for the user to create their own Reporting Templates.

We have gone a level ahead and provide option for multiple Dashboard Templates with user rights. The dashboard helps the higher management to directly jump on to the desired reports after login to CRM

### Unique Features -

- Customizable Reporting Format
- Provision to export in excel with user rights
- Dashboard Templates with user rights
- User definable filters in reporting format
- Also helps the operational staff to gain details
- Essential for strategic management decisions

### Feature List within the proposed solution:

- ➤ ACD
- Outbound
- Inbound
- MIS Reporting
- Remote Extension
- Remote Barging
- Automated Attendant
- Blacklists
- Blind Transfer
- Call Detail Records
- > Call Forward on Busy
- Call Forward on No Answer
- Call Forward Variable
- Call Monitoring
- Call Parking
- Call Queuing
- Call Recording
- Call Retrieval
- Call Routing (DID & ANI)
- Call Transfer
- Call Waiting
- Caller ID
- > Caller ID on Call Waiting
- Call Conference
- Direct Inward System Access



- Distinctive Ring
- Do Not Disturb
- Flexible Extension Logic
- ➤ Interactive Voice Response (IVR)
- Local and Remote Call Agents
- Music On Hold
- Music On Transfer:
- Flexible Mp3-based System
- Random or Linear Play
- Volume Control
- Remote Call Pickup
- Remote Office Support
- Roaming Extensions
- Route by Caller ID
- SMS Messaging
- Supervised Transfer
- Talk Detection
- Three-way Calling
- Time and Date
- Trunking
- VoIP Gateways
- Voicemail:
- Voicemail to email
- Voicemail Groups
- Web Voicemail Interface

### ❖ IVR

- Multi Process
- Time Conditions
- Voice Mail
- Call Forward
- Call Barging

### Recordings

100% call recording

# **Support Models**

Online Support Model - In this kind of we install remote support application on client server. After installing this application we can take remote anytime when anyone need support. Client can enable/disable the remote permission whenever required. In this kind of support the SLA will be 99.99%.



# **SAN Scope of Work**

- Understanding of Process and define process in CRM (Optional on CRM Purchase)
- Installation of CRM(Optional on CRM Purchase)
- Installation of Linux Machine
- CRM training (Optional on CRM Purchase)
- Provide methods to integrate to your existing CRM\*.



# **Escalation Matrix**

Risk Severity Matrix:-

Risk Severity Matrix				
Dialer Server SLA Matrix	Core Business Services (High)	Support Services (Medium)	Dashboard Services (Low)	
Operations / Collections (High)	Critical	Critical	High	
Small Group Of Users (Medium)	Critical	High	Medium	
Single User (Low)		Medium	Low	

**SLA Matrix:** - Service Level Matrix will define Reponses and Resolution time for each and every to address and solve the severity of risk.

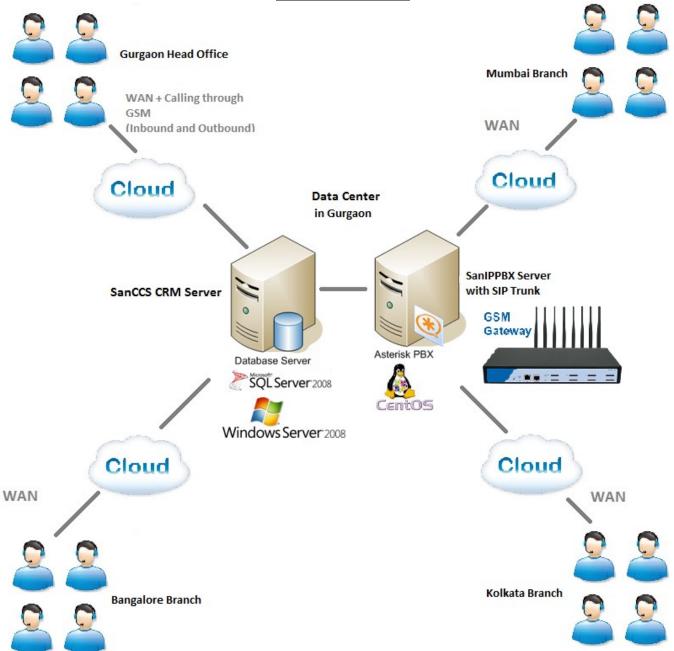
SLA Calculation Matrix					
Type Of Severity	Response Time		Resolution Time		
	During regular support hours (10:00 AM To 7:00 PM IST)	During Non-regular support hours (7:00 PM To 9:59 AM IST)	During regular support hours (10:00 AM To 9:00 PM IST)	During Non-regular support hours (9:00 PM To 9:59 AM IST)	
Critical	5 Minutes	10 Minutes	1-2 hours		
Medium	10 Minutes	1 Hour	4 hours		
Low	30 Minutes	1 Hour	24 hours		

# 1. **Escalation Matrix: -**

	Escalation Matrix			
Level 1 SAN Support		0124-4310735, 9810018735	support@sansoftwares.com	
Level 2	Anuj/Munish/Dev	9810610735, 9971118735, 9810808735	anuj@sansoftwares.com/munish/dev	
Level 3	Jagwant Singh	9910058735	jagwant@sansoftwares.com	



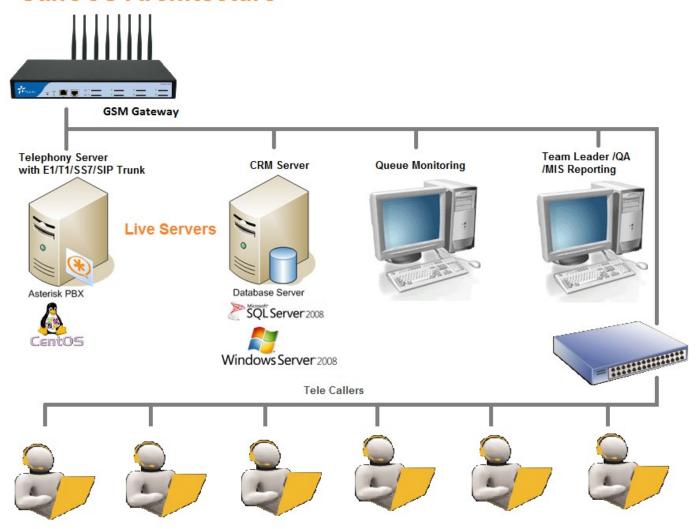
# **Hosted Architecture**





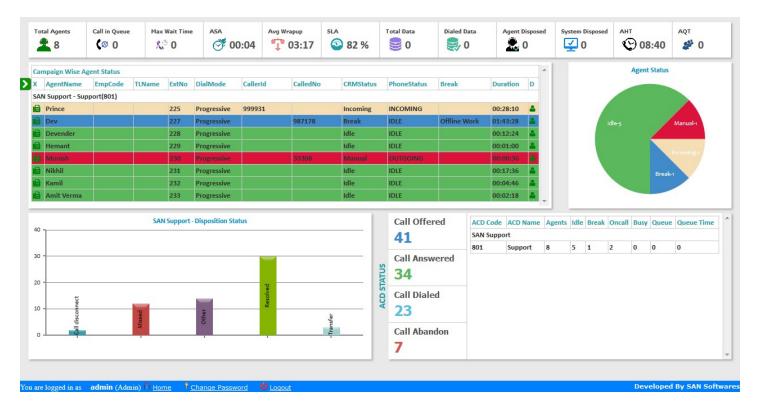
# In house architecture

# SanCCS Architecture



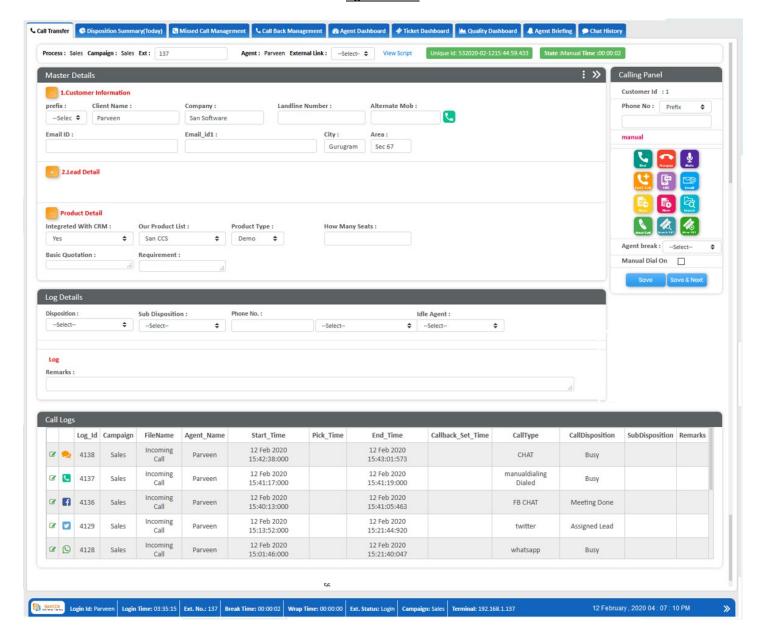


# **Live Monitoring Screen**



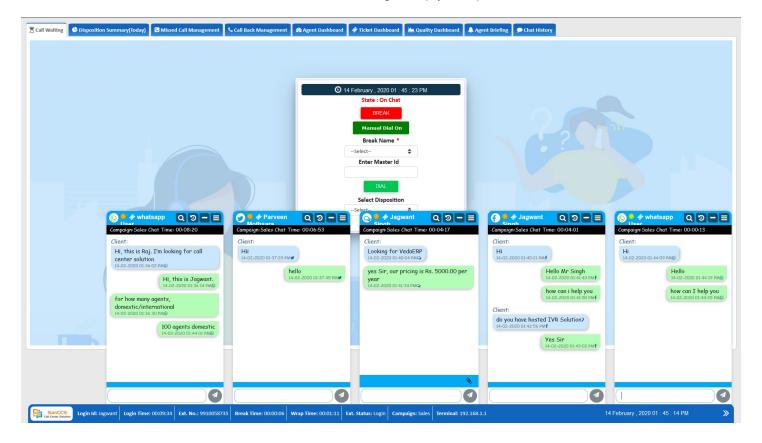


# **Agent Screen**

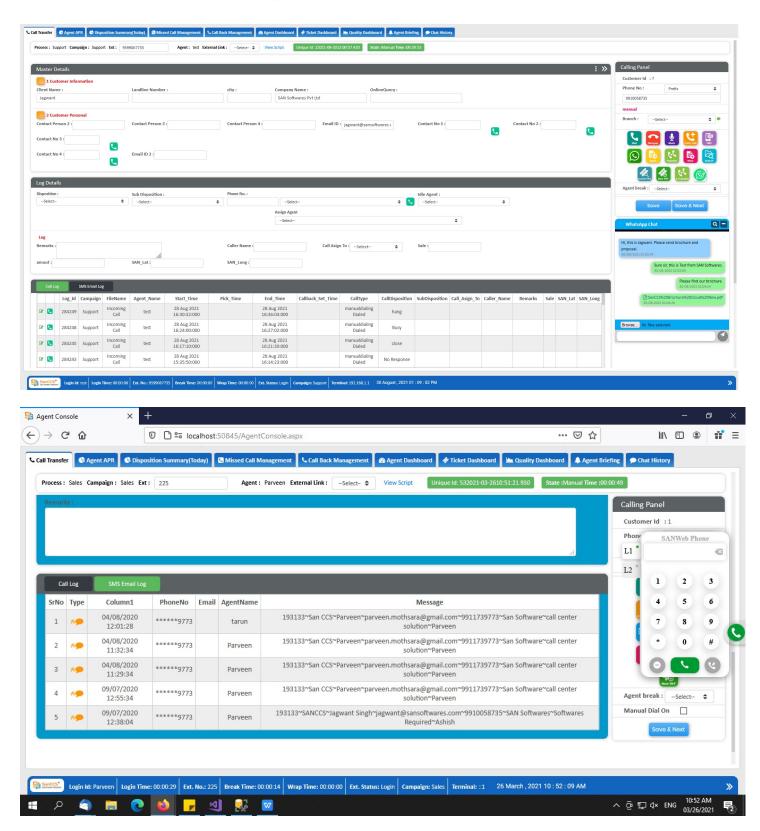




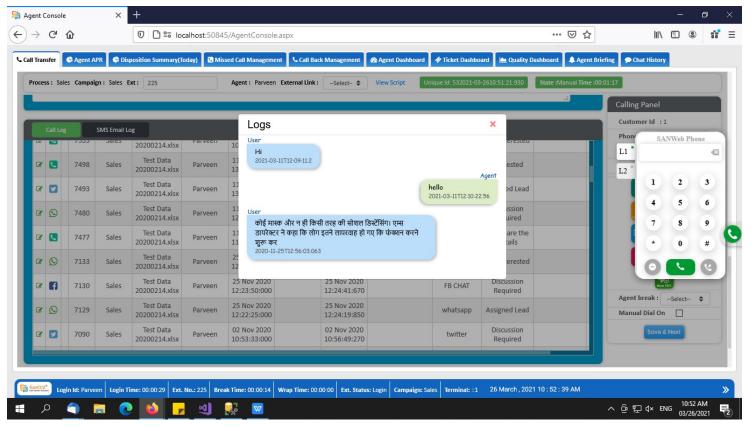
# **Omni Channel Integration(Optional)**





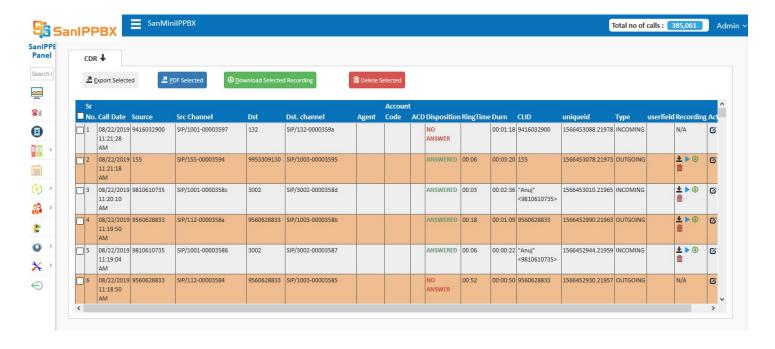






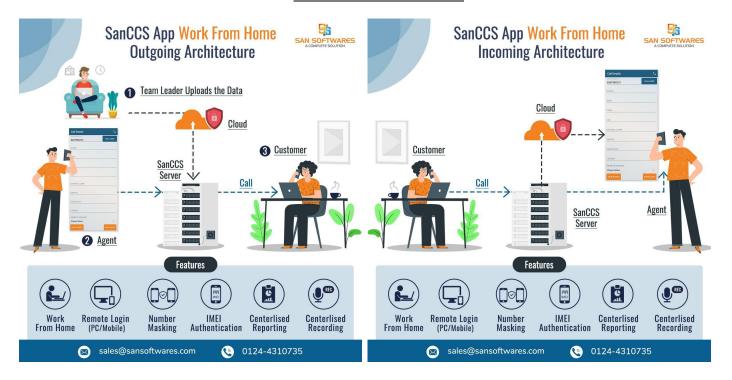






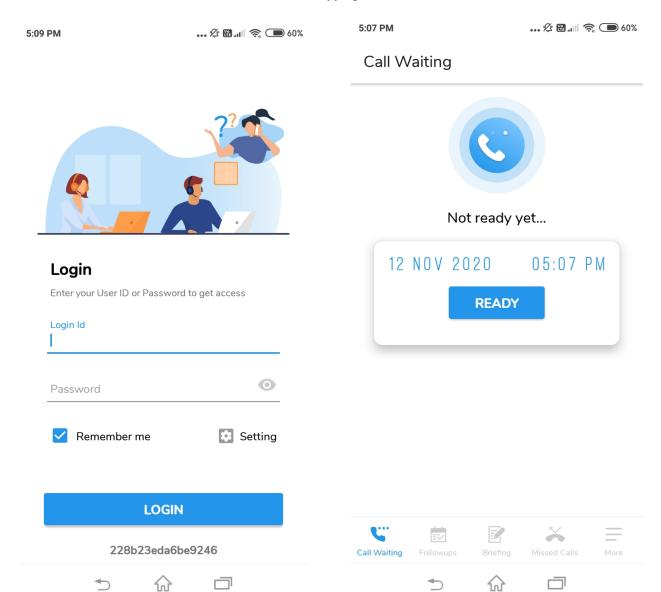


# **Work From Home Architecture**



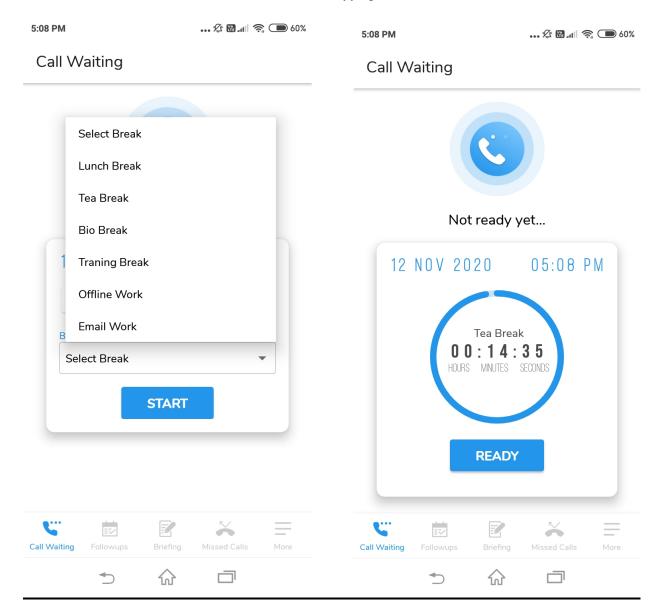


# **Mobile App Agent**



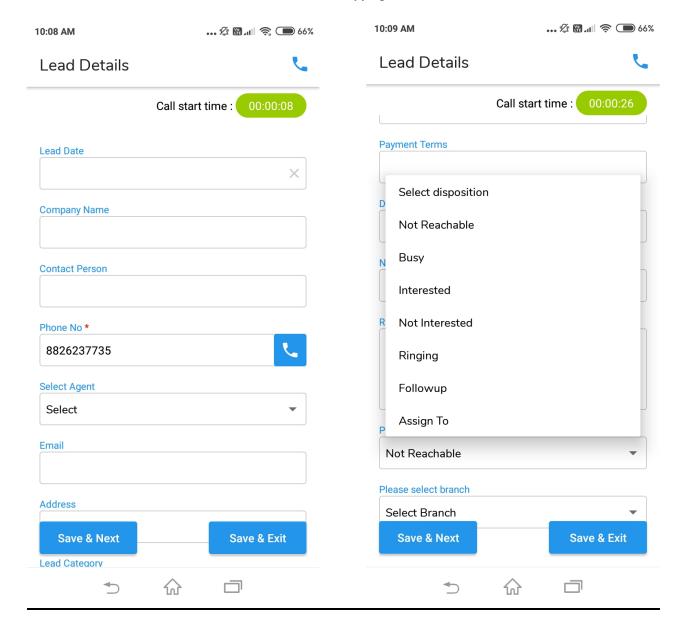


# **Mobile App Agent**





# **Mobile App Agent**





S. No.	Description	Qty	Unit Rate (INR)	Total (Rs.)
1	SanCCS - SAN Call Center Solution with CRM			
	❖ Dialing Modes			
	Progressive Dialing			
	Preview Dialing			
	Manual Dialing			
	SanCallAssist Mobile App License (WFH)			
	❖ Features			
	➢ ACD			
	Unlimited TL			
	E-Mail Integration			
	SMS Integration			
	Number Masking			
	❖ Campaign Management			
	Outbound			
	Inbound			
	❖ CRMS			
	Online Agent Monitoring			
	Caller ID Popup			
	Quality monitoring tools			
	Unlimited Process			
	MIS Reporting			
	❖ IVR			
	Multi Process			
	Time Conditions			
	Voice Mail			
	Call Forward			
	Call Barging			
	❖ Recordings			
	> 100% call recording			
2	Click to Call API	1	FOC	
3	IVR Designer		FOC	
4	Unlimited TL License		FOC	
5	CRM Scripter		FOC	
6	PBX Integration		FOC	
7	Virtual Number Integration		FOC	
8	Standard existing API for other CRM Integration		FOC	
9	One Time Installation Charges			



# **Terms & Conditions**

- Hardware Products to be paid 100% in advance at the time of Placing Order.
- The Hardware will be delivered within 7 days period after receiving PO & Payment.
- Software to be paid 100% payment as advance at the time of Placing Order (requires a formal PO) in CAPEX mode.
- Rental to be paid 100% in advance along with PDC. Minimum commitment period is 6 months.
- The Process Flow and requirements should be shared with us along with Purchase Order.
- AMC charges for the software provided by us shall be @ 15% of the Software value per annum. AMC charges will be increased in every 3 year by 20%.
- Hardware part shall not be provided AMC after the warranty period. Many products are supported directly by the company warrantee and SAN shall not held responsible for the service of the same product.
- GST 18% will be extra. Taxes as applicable.
- Support for period of 1 year (online technical support) is provided for free.
- Standard time (TAT) for issues that may result in breakdown or calling interruption is 4-8 hours.
- Standard time for modifications and customization (not affecting the process interruption) is between 3-7 working days.
- 5 Training session are provided for free and any additional training shall be charged @ INR 5000 (limited for four hours).
- The above offer is valid up to 10 days and the same may change thereafter.
- Customization and Software Development shall be charged @ INR 5000 per man per day.
- Delivery / Installation of product within 1 week after PO.
- Any Fare/Traveling/Hotel charges shall be borne by the client on actual.
- Procurement of Software Licenses (OS)/ IVR prompts are client's responsibility.
- Backup of Data will be client responsibility, SAN Softwares would not be responsible for any data loss or server crash.
- Source code will remain property of SAN Softwares, no source code will be provided of proprietary software.
- To access your server outside of your office or you want to use SanCCS Mobile App then you need to provide Public IP on your server.
- Any third-party API integration will be charged extra.



### Auto Industry























### Medical Industry











































# Tour and Travel Industry























### **Education and Institutions**































