



'I wouldn't change my CRM provider – it really is unbeatable!'



The Wincombe centre, based in Shaftesbury, Dorset, is home to many local companies seeking office space within contemporary business surroundings. Centre Manager Wendy Ibbotson aids businesses to find the office space that they desire.

i-Dynamics were employed by the centre to introduce Zoho CRM to aid in the smooth running of tenancies, existing and new, as well as to aid in email campaigns, mail management, client relationships and eventually in the long term, invoice control and integration.

'The biggest change has been the cloud integration. I think it will be the future for all businesses to be working from the cloud. Now I can access anything I need from my CRM, wherever I am.' The accessibility of Zoho can be one of the main outstanding features that attract business users. *'I did have apprehensions about having everything stored in the cloud but to think that if my laptop breaks or even if I break, it's not a problem, is great.'*

But wherever you are, accessing your CRM is a key area of anyone's working day. *'Client communication with the CRM has transformed my working. As soon as I make contact with a prospective client I can make them a lead, which allows me to store all their emails, transactions and add notes on their personal 'record' as it were'*

Zoho campaigns can also help your emails to look professional, *'Zoho has a great set of email templates that simple to use. I'm also able to track my emails, from the delivered to the opens and then also be able to resend the same email to those that did not open the original. We had a small Christmas gathering for tenants of the Wincombe centre so I was able to use a seasonal template to invite them – great!'*

'I have received great support from i-Dynamics – from simple questions to more technology based questions and big issues that needed solving. There are certainly different ways of doing things on Zoho compared to the software that I was previously using but i-Dynamics have been great with the transition period and even contacting Zoho direct has been good.'



Visit us at
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 to request more information



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i-Dynamics Zoho implementation aims to be quick and easy with little disruption to your business workings. As a UK based Zoho partner i-Dynamics are on hand to help transform your business effortlessly and efficiently from first point of contact through to full implementation...

Why not get in contact with us today and we would be more than happy to discuss all the possibilities with you. Zoho can be tailor made and customised to suit all your business requirements and cloud based means it can be accessed from anywhere.

Adaptability and flexibility has to be key in saving clients time and money in reaching their objectives.

With i-Dynamics solutions we can help steer businesses down the best channels giving them a cost effective result and return on investment.