Features	Version 2.0
Core Application	
Multi-Tenancy	✓
Multi-Company	✓
Multi-Currency	✓
Multi-Language	✓
Customer Management	
Customer Master	✓
Customer Addresses	✓
Customer Contacts	✓
Customer Groups	✓
Customer Segmentation	✓
Credit Limits	✓
Customer Blocking	✓
Customer Import/Export	✓
Lead Management	
Lead Capture (Manual, Web Forms, Import)	✓
Lead Scoring & Qualification	✓
Lead Assignment & Distribution	✓
Lead Conversion to Opportunity	✓
Lead Nurturing Campaigns	✓
Pre-Sales	
Opportunity Management	✓
Sales Pipeline Visualization	✓
Quotation Creation & Versioning	✓
Quotation Templates	✓
Quotation Approval Workflow	✓
Quotation to Sales Order Conversion	✓
Proforma Invoice	✓
Win/Loss Analysis	✓
Sales Orders	
Sales Order Creation & Management	✓
Sales Order Approval Workflow	✓
Sales Order Amendments	✓
Sales Order Cancellation	✓
Backorder Management	✓
Partial Shipments	✓
Drop Shipment	✓
Sales Order Import/Export	✓
Pricing & Discounts	
Price Lists	✓
Customer-Specific Pricing	✓
Volume Discounts	✓
Promotional Pricing	✓
Discount Approval Workflow	✓
Price Override Restrictions	✓
Tax Calculation (Multi-Jurisdiction)	✓
Tax Exemption Handling	✓
Withholding Tax	✓
Rounding Rules	✓
Sales Returns	
Return Authorization (RMA)	✓
Return Reasons	✓
Restocking Fees	✓
Return Inspection	✓
Credit Note Generation	✓
Commissions	
Commission Plans	✓
Commission Rules & Tiers	✓
Commission Calculation	✓
Commission Statements	✓
Commission Payout Tracking	✓
Clawback Provisions	✓
Reporting & Analytics	
Sales Dashboard	✓
Sales Performance Reports	✓
Customer Analytics	✓
Product Sales Analysis	✓
Forecasting	✓
Custom Report Builder	✓
Scheduled Report Delivery	✓
Export to Excel / PDF	✓
Integrations	
Accounting System Integration	✓
Inventory System Integration	✓
Shipping Carrier Integration	✓
Payment Gateway Integration	✓
Tax Service Integration	✓
Mobile	
Mobile Sales App	✓
Offline Mode	✓
Mobile Order Entry	✓
Mobile Customer Lookup	✓
Push Notifications	✓
Security & Administration	
Role-Based Access Control	✓
Field-Level Security	✓
Audit Logging	✓
Data Retention Policies	✓
Approval Workflow Engine	
Configurable Approval Chains	✓
Parallel Approvals	✓
Conditional Routing	✓
Approval Escalation	✓
Approval Delegation	✓
Approval History	✓
Email Notifications	✓
Audit & Compliance	
Change Tracking	✓
Compliance Reports	✓
Data Export for Auditors	✓
Data Import / Export	
Import Templates	✓
Import Validation & Error Handling	✓
Import Preview	✓
Export Templates	✓
Scheduled Exports	✓
Notifications	
In-App Notifications	✓
Email Notifications	✓
Notification Preferences	✓
Digest Notifications	✓
Localization	
Multi-Language UI	✓
Translation Management	✓
Locale-Specific Formatting	✓
Customization	
Custom Fields	✓
Custom Forms	✓
Custom Workflows	✓
Custom Validations	✓
Developer Tools	
REST API	✓
API Documentation	✓
Webhooks	✓
Sandbox Environment	✓
Data Cleaning	
Duplicate Detection	✓
Duplicate Merge	✓
Data Validation Rules	✓
Bulk Data Operations	✓
Pipeline	
Pipeline Visualization	✓
Drag-and-Drop Stage Management	✓
Stage Probability & Weighted Value	✓
Pipeline Velocity Metrics	✓
Stage Duration Tracking	✓
Pipeline Snapshots	✓
Forecast	
Forecast Periods	✓
Forecast Categories	✓
Forecast Submission	✓
Forecast Adjustments	✓
Forecast Rollup	✓
Forecast vs. Actuals	✓
Territory	
Territory Definition	✓
Territory Assignment	✓
Territory Reassignment	✓
Territory Reporting	✓
Collaboration	
Deal Rooms	✓
Internal Notes & Comments	✓
@Mentions & Tagging	✓
Activity Feed	✓
Quoting	
Quote Builder	✓
Quote Templates	✓
Quote Versioning	✓
Quote Approval Workflow	✓
Quote Expiration Management	✓
Quote to Order Conversion	✓
Quote Analytics	✓
Contracts	
Contract Creation & Templates	✓
Contract Negotiation Tracking	✓
Contract Renewal Management	✓
Contract Expiration Alerts	✓
Contract Amendments	✓
Contract Repository	✓
Activities	
Task Management	✓
Meeting Scheduling	✓
Call Logging	✓
Email Integration	✓
Activity Templates	✓
Activity Reminders	✓
Sales Intelligence	
Deal Risk Scoring	✓
Next Best Action Recommendations	✓
Competitive Intelligence	✓
Win Probability Prediction	✓
Sales Coaching Insights	✓
Quota Management	
Quota Assignment	✓
Quota Attainment Tracking	✓
Quota Adjustments	✓
Quota Hierarchy	✓
Performance Management	
Leaderboards	✓
Performance Dashboards	✓
Goal Tracking	✓
Performance Reviews	✓
Compensation Management	
Commission Plans	✓
Commission Calculation	✓
Commission Statements	✓
Commission Disputes	✓
Commission Payout Tracking	✓
Clawback Provisions	✓
Integration With Third-Party Services	
Email Service Integration	✓
Calendar Integration	✓
Video Conferencing Integration	✓
Document Signing Integration	✓
Payment Gateway Integration	✓
Accounting System Integration	✓
CRM Data Synchronization	✓
Webhook Support	✓
Sales Portal	
Customer Self-Service Portal	✓
Order Tracking	✓
Invoice Access	✓
Support Ticket Submission	✓
Knowledge Base Access	✓
Territory Management	
Territory Definition	✓
Territory Assignment Rules	✓
Territory Reassignment	✓
Territory Reporting	✓
Territory Planning	✓
Forecasting	
Forecast Periods	✓
Forecast Categories	✓
Forecast Submission	✓
Forecast Adjustments	✓
Forecast Rollup	✓
Forecast vs. Actuals	✓
Analytics & Reporting	
Sales Dashboard	✓
Pipeline Analytics	✓
Win/Loss Analysis	✓
Sales Performance Reports	✓
Forecast Accuracy Reports	✓
Activity Reports	✓
Custom Report Builder	✓
Scheduled Report Delivery	✓
Export to Excel / PDF