



Experience the new concept of TBMS with **LBS Suite**



10 best features of LBS Suite

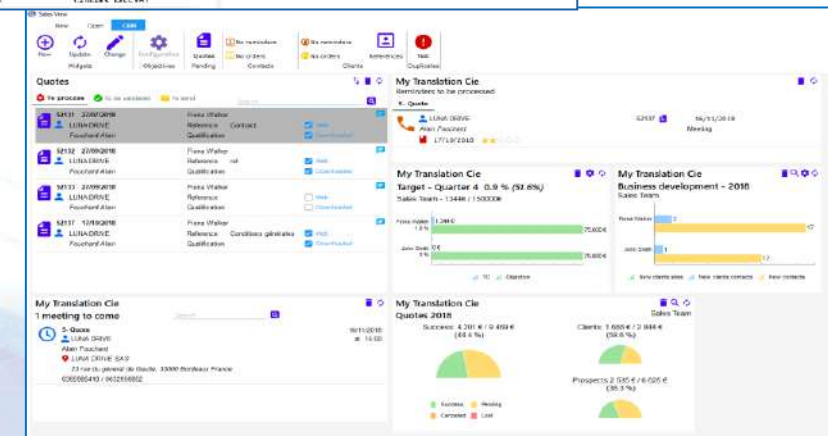
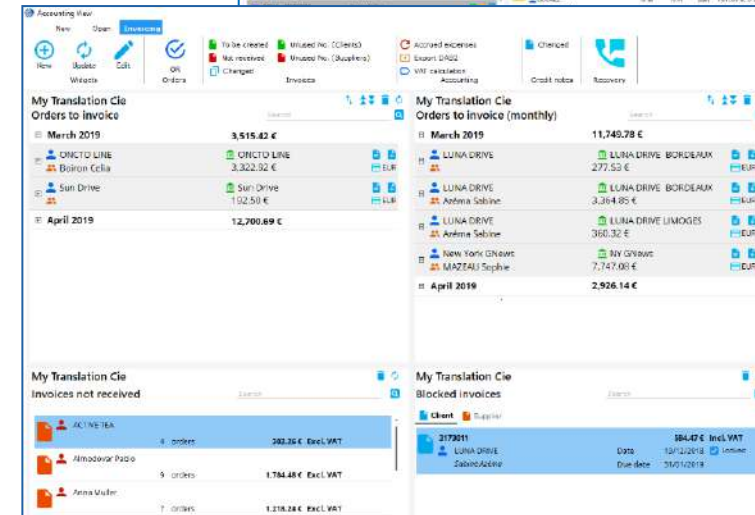
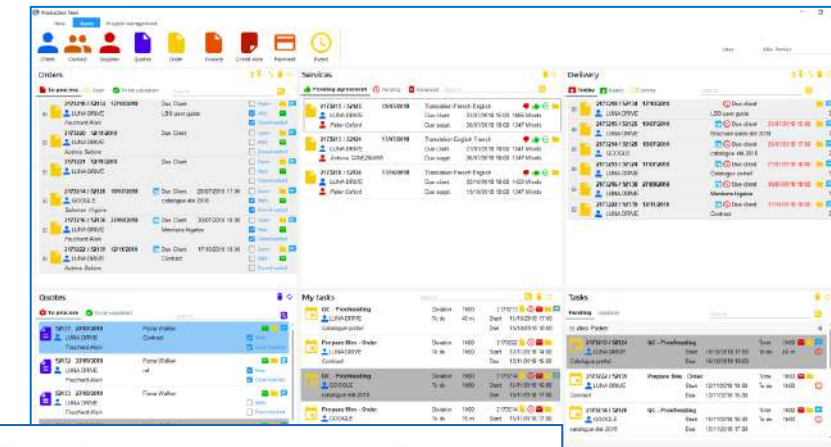
1. Unique UI/UX

2. Full integrated CRM
3. Outlook/Gmail integration
4. Client portal...and not only!
5. Automatic workflow
6. Self generated planning
7. Full Quality Management compatible with ISO
8. Vendor Management
9. Digital Marketing
10. Payment collection

Unique UI/UX

- ✓ One role-one view
- ✓ Customizable widget selection
- ✓ Meaningfull icons and colors
- ✓ Automatic folders creation
- ✓ Folders and data access from widget

File name	Modification
52124	19/11/2018 15:33
CAT project	17/07/2018 17:07
Delivered	19/07/2018 15:34
Feedback	17/07/2018 17:33
Help files	17/07/2018 17:06
Source files	17/07/2018 17:06
Suppliers deliveries	19/07/2018 15:31
Temp	19/07/2018 15:34
Transmis	15/11/2018 11:14
Working files	17/07/2018 17:06



Organize your working environment

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Full integrated CRM

- ✓ Smooth follow ups
- ✓ Meetings management
- ✓ Instant activity data
- ✓ In-depth CRM functionalities

Link your sales data into your project management and accounting

My Translation Cie

Follow ups

1- No further action 2- Discovery 5- Quote 6- Closing 7- Quality

LUNA DRIVE
Alain Fouchard
16/04/2019 52242 103 € 13/03/2019

LUNA DRIVE
Claire Tillet
22/03/2019 Meeting 15:00

My Translation Cie

1 meeting to come

2- Discovery
GOOGLE
Virginie Salomon
GOOGLE FRANCE
12 avenue des Champs Elysés, 75008 Paris France
0169854125 / 0658885211

26/04/2019 at 15:00

My Translation Cie

Target - 2019 14.3 % (31%)
Sales Team - 85703€ / 600000€

Fiona Walker	35.005 €	11.7 %	300.000 €
John Smith	50.697 €	16.9 %	300.000 €

My Translation Cie

Quotes 2019

Success: 21,683.00 € / 22 211 € (97.6%)
Clients: 20 782 € / 21 310 € (97.5%)
Prospects: 901 € / 901 € (100%)

Legend: Success (Green), Pending (Yellow), Cancelled (Orange), Lost (Red)

No follow ups	No follow ups
No orders	No orders
Contacts	References
	Clients

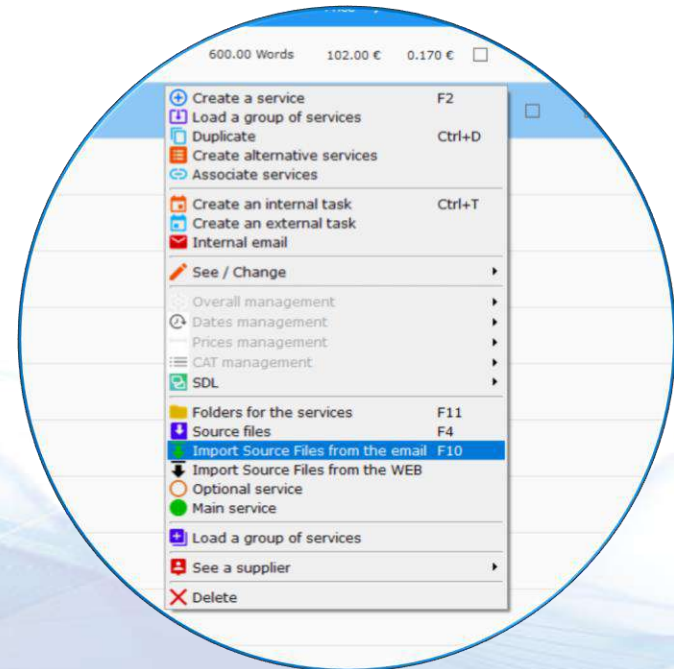
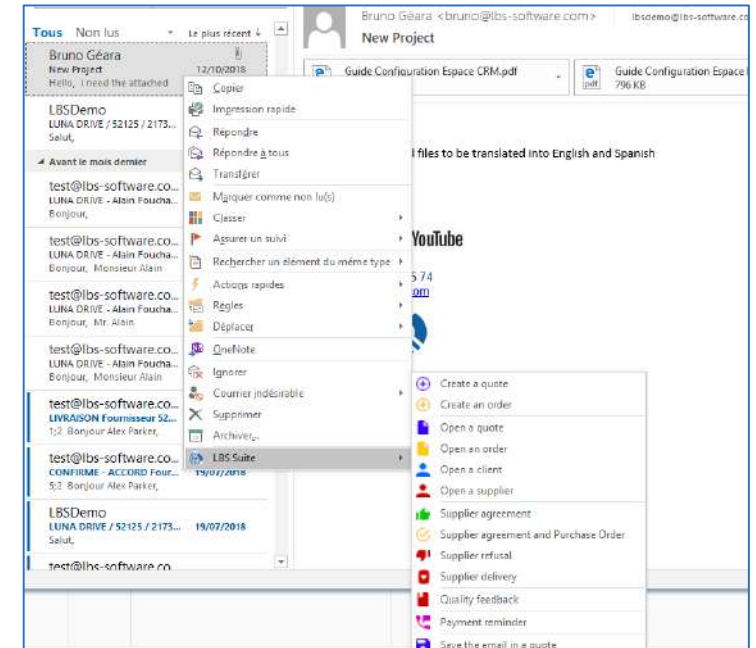
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Outlook/Gmail Integration

- ✓ LBS Suite functions in your email
- ✓ Download files from emails without browsing
- ✓ Email history in LBS Suite
- ✓ Reduced email storage in Outlook

Save time and share information



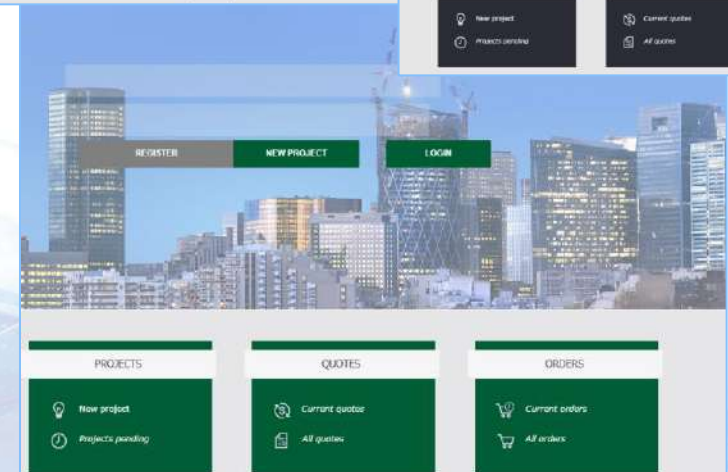
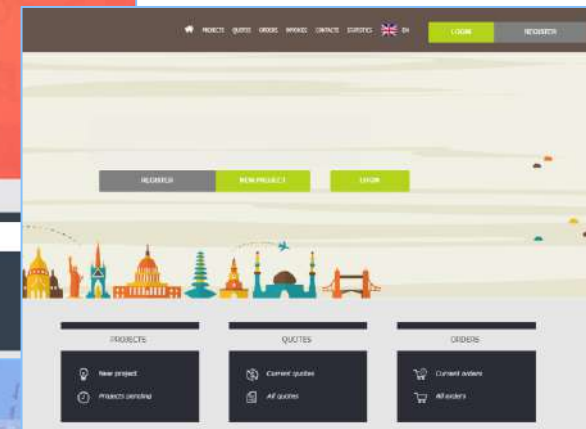
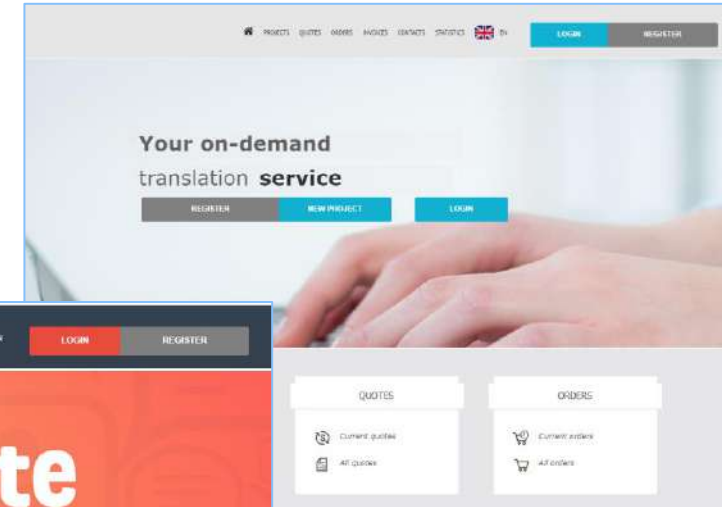
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Client portal...but not only!

- ✓ Full customization
- ✓ Better image of your company
- ✓ Save time
- ✓ New clients sign-in
- ✓ Secure files transfer

Use your portal as additional sales person






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Automatic workflow

- ✓ Design workflows from scratch or based on already handled projects, save it and use it in any new project
- ✓ Get your prices and costs calculated automatically
- ✓ Set your automation at the level you want: customize it per contact, per quote, per project
- ✓ Let your workflow manage itself up to client delivery

Quantity	1
Service margin	
Difference in units	124.00
Difference in price	0.110 €
Margin	183.40 €
Margin %	67.44%
Supp. max. price:	122.38 €
Supp. max. rate:	0.083 €

 Create a service	F2
 Load a workflow	
 Folders for the services	F11

Automation	
<input type="checkbox"/>	Start the linked service after a supplier delivery
<input type="checkbox"/>	Automatically send offers to favourite suppliers
<input type="checkbox"/>	Automatically send offers to regular suppliers

Client CAT	Standard				
Additional words	0	Total words	1,124		
Types	%	Units	%	Rate	Price
No Match	100.00000 %	1,085.00	96.53 %	0.17000 €	184.45000 €
Repetitions	25.00000 %	39.00	3.47 %	0.04250 €	1.65800 €
100%	25.00000 %	0.00	0.00 %	0.04250 €	0.00000 €

Take a coffee break !

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Full Quality Management compatible with ISO

- ✓ Customized rate calculation setup
- ✓ Supplier assessment functionalities
- ✓ Client feedback management
- ✓ Quality financial impact track
- ✓ Instant quality information
- ✓ Customizable quality web surveys
- ✓ Quality reports for ISO audits

Criterion	Client satisfaction	Supplier responsibility	Management responsibility
1-Spelling	★★★★★	<input checked="" type="checkbox"/>	<input type="checkbox"/>
2-Terminology	★★★★★	<input checked="" type="checkbox"/>	<input type="checkbox"/>
3-Figures and proper nouns	★★★★★	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
4-Exhaustiveness	★★★★★	<input checked="" type="checkbox"/>	<input type="checkbox"/>
5-Instructions followed	★★★★★	<input checked="" type="checkbox"/>	<input type="checkbox"/>
6- Rigour	★★★★★	<input checked="" type="checkbox"/>	<input type="checkbox"/>
7-Understanding	★★★★★	<input checked="" type="checkbox"/>	<input type="checkbox"/>
8-Style	★★★★★	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Delay	★★★★★	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Layout	★★★★★	<input checked="" type="checkbox"/>	<input type="checkbox"/>

Client satisfaction

ORDER NO.: 2173388 QUOTE NO.: 52316 LUNA DRIVE

Date 10/04/2019 Created by Marie Dupont Client satisfaction ★☆☆☆☆

Return Type

- General feedback on the order
- General feedback on the services
- Detailed feedback on the services

	Initial price	New price	Total CN	Financial impact
Client	271.96 €	271.96 €	0.00 €	
Supplier	388.56 €	438.56 €	0.00 €	50.00 €

Rates Skills CAT / Special Prices Capacity Contacts Documents Invoicing Memo Quality

Punctuality index

Service	Source	Target	Topic	Assessment	No. services	Last service	Min. assessment	Min. assessment date
Translation	English	Spanish		★★★★★	2	12/10/2018	★★★★	12/10/2018

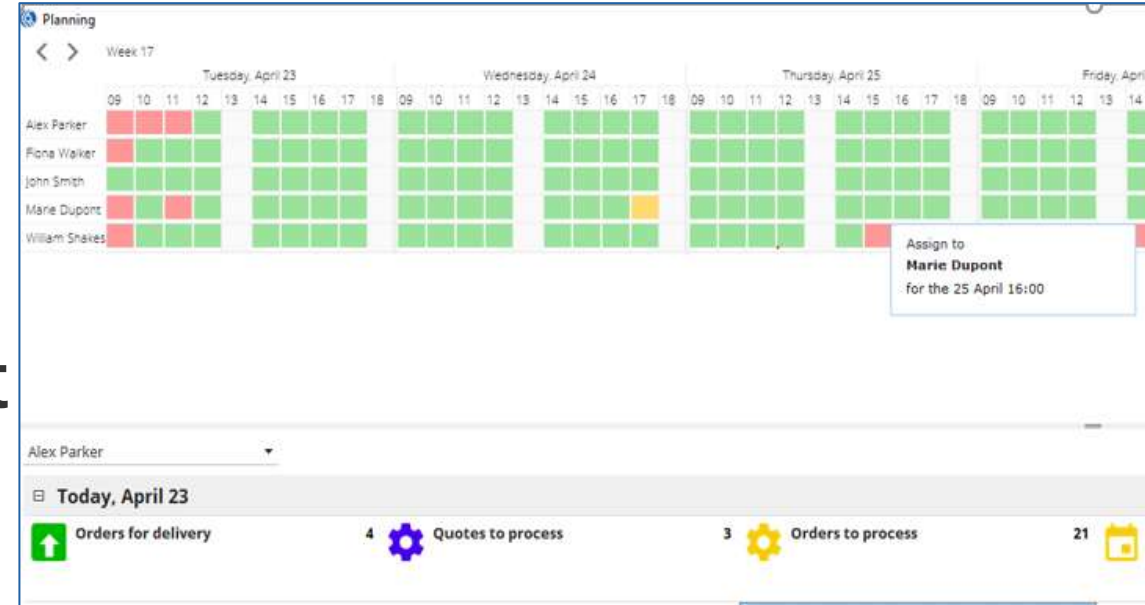
Be ready for ISO with LBS Suite

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Self generated planning

- ✓ Automated availability management
- ✓ Optimized in-house resources
- ✓ Automatic conflict checking
- ✓ Suggested solutions for conflicts
- ✓ Easy switching of in-house projects



The dialog box titled 'Planning' shows the following details for a task assignment:

- Your choice
- Assign to: William Shakes
- Best possible due date: 20/11/2018 11:29
- Duration: 4h29
- Due dates table:

Requested	19/10/2018 18:00
Client	22/10/2018 18:00

What do you want to do?

- Confirm the best possible date
- Assign to another operator
- Insert as a priority on the requested date
- Cancel

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Vendor Management

- ✓ Statistiques on supplier usage
- ✓ Activate inactive supplier
- ✓ Automatic supplier tests
- ✓ Supplier duplicate check


Web supplier to approve

Web supplier to approve

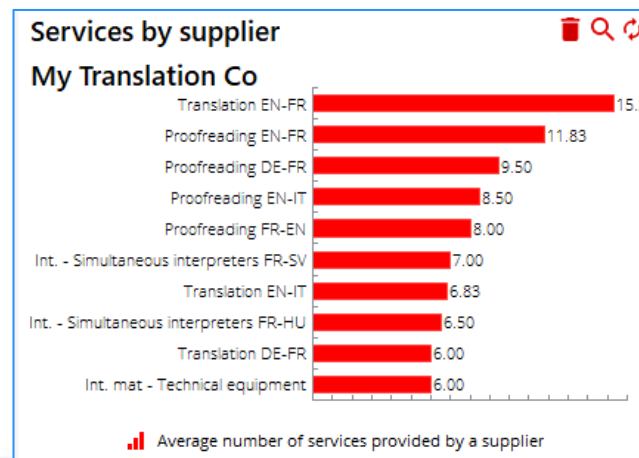
Name	HEPBURN Audrey	Address	7, rue de la Fontaine à la Guerre
Phone	0892039029	PC / Town	78580 Bazemont
Email	test@testing.com	Country	France

In this list appear existing suppliers that could match to the web supplier to be approved. You can validate a match with one of these elements or create a new supplier.

Supplier	Postal Code	Town	Email	Tel	Relevance
Audrey Hepburn			Hepburn@supplie		50%





2
New Web Supplier



Suppliers tests

Pending **Received**

 2173985 30/04/2020	Translation French English
Law	
 LOVE Amelie	Suppl. due date 05/05/2020 18:00 300 Words

Optimize your resources

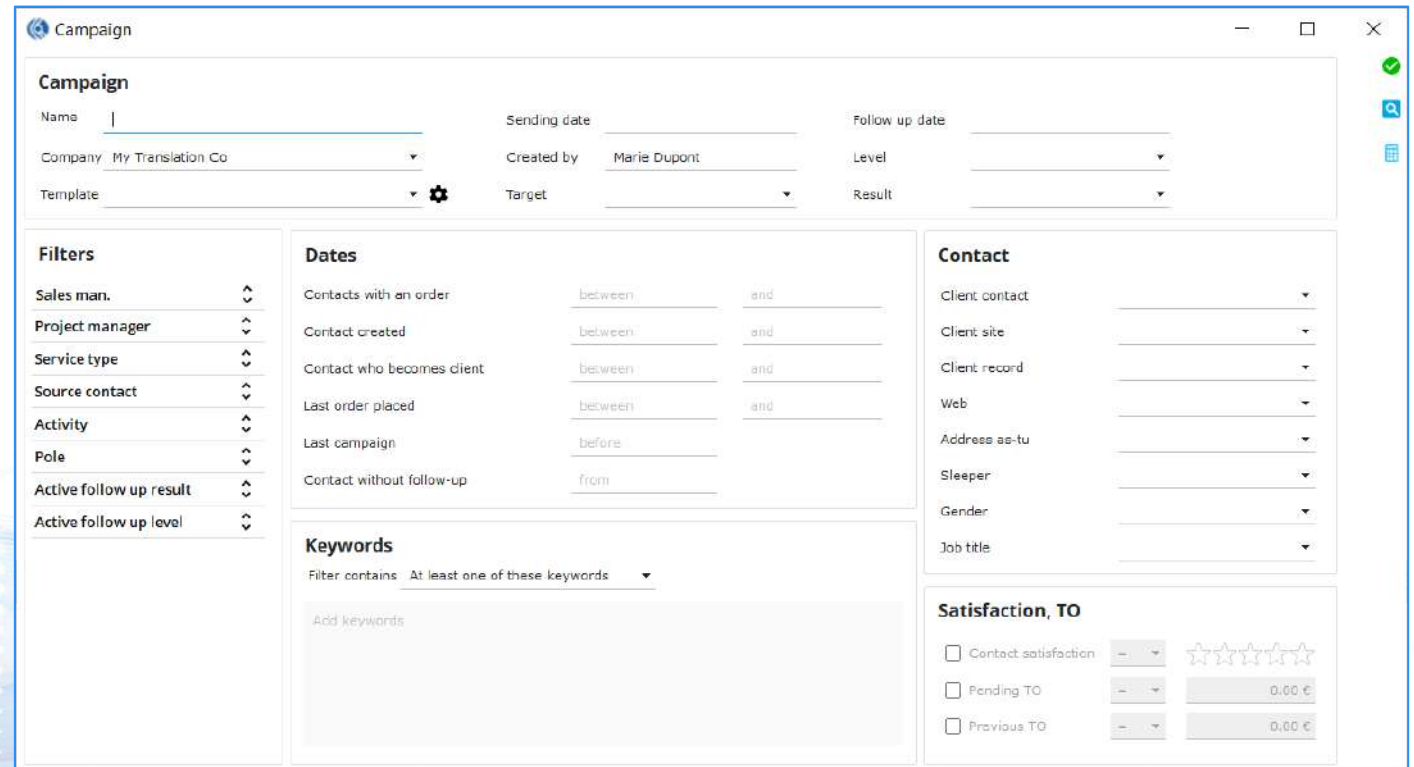
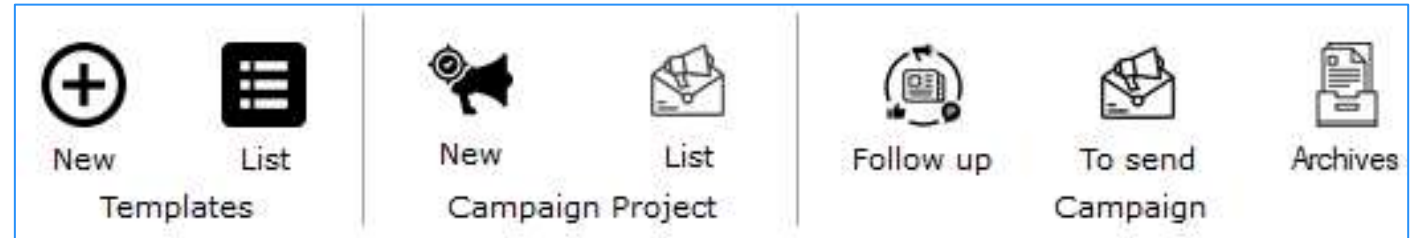
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Digital Marketing

- ✓ Send mass emails
- ✓ Target precisely your audience
- ✓ Optimize your prospecting time
- ✓ Follow up on your campaign

Get new clients faster!



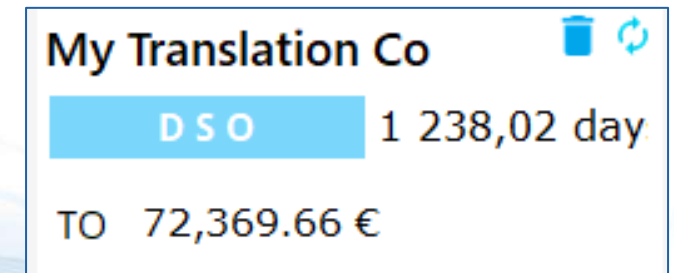
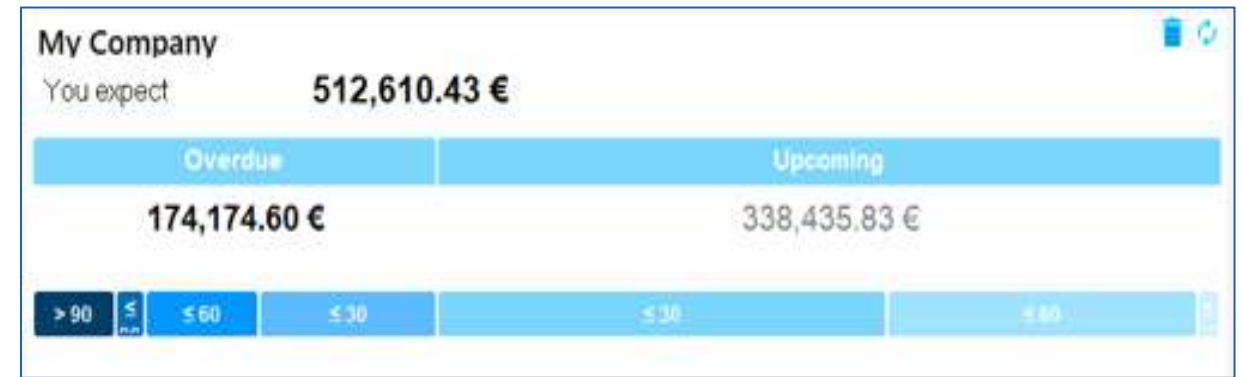
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Payment collection

- ✓ Send hundreds of payment reminders in 1 click
- ✓ Track your payments and follow up with delayed ones
- ✓ Improve your DSO
- ✓ Supervise easily your cashflow



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ANY QUESTIONS ?



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