

## LaraOffice Ultimate CRM and Project Management System Free Download

LaraOffice Ultimate CRM and Project Management System Free Download LaraOffice Ultimate CRM and Project Management System V3.2 is complete dynamic multi-login software which manages the daily sales, [DemoDownload](#)

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### Description

LaraOffice Ultimate CRM and Project Management System Free Download

LaraOffice Ultimate CRM and Project Management System V3.2 is complete dynamic multi-login software which manages the daily sales, customer follow-ups, meetings, invoices, marketing, services & orders. LaraOffice Ultimate CRM (Customer Relationship Management) and Project Management software solution is best suitable for managing customers & their requirements. LaraOffice CRM can help you look more professional to your customers.

The customer lead is properly tracked through work history maintained by the salesperson assigned to work on it. Every order invoices and payments are very well managed by the software. Further software is enabled for notifications for today & missed follow-ups through mails (auto send). Through various reports, one can see their daily/monthly sales to track their progress.

Key Features of LaraOffice Ultimate CRM and Project Management System:

From lead generation, to quote, to opportunity, to delivery, to invoice in a single system Planning, estimating and pricing simple or complex projects

Optimizing resource utilization, helping manage the right resources for the right projects and their tasks

Delegating and Tracking project tasks

Managing and tracking time and expenses

Invoicing project

Contact management can synchronized with MailChimp directly from the system

Can run MailChimp email campaigns from the system itself

Use Contracts feature to lock in current and future sales

Receive payments from Paypal and Stripe in different currencies.

Easy to configure by using many configurable options

Any module can enable/disable (Plugin & Play)

The Following are the Key Modules of LaraOffice

#### 1. SALES

A sale is a transaction between two or more parties where the entity or product from the seller is exchanged with the buyer for different assets, mostly money. LaraOffice the ultimate CRM extends its effort in managing 7 types of sales. They are Invoices, Credit Notes, Quotes, Proposals, Contracts, and Recurring Invoices within limited time along with backup feature and many more.

## 2. INVOICES

The LaraOffice generates the meticulous invoice on confirmation of the products by the customers. Invoice contains all the product details along with taxes, discounts and total price. Invoice has an option that initiates the payment process for the products through different gateways.

## 3. RECURRING INVOICES

LaraOffice has the feature of creating recurring invoices that can be configured to a specific period of time of the day and hour when the action to be performed. It triggers the invoice generation when the specific time by alerting with quick notification.

## 4. PURCHASE ORDERS

The Purchase Order explains the material details to be purchased from the supplier to the Customer. The LaraOffice facilitates many features for a Purchase order module with more flexibility. They are Creation of Purchase Order which allows to create a purchase order, Summary used to display the progress of existing orders, Customize filters that help to search for a particular material. Listed purchase orders can also be viewed with more details, edited or deleted.

## 5. CREDIT NOTES

LaraOffice justifies all the users by providing them an option to raise a refund in case of damages or issues regarding the products. A credit note can be closed by refunding the customer directly or by deducting the amount from the previous unpaid invoice. In Spite of that miscellaneous Credit, note can be generated without the details of the products.

## 6. QUOTES

LaraOffice has the ability to send quotes to the customer except leads before the payments are made with all the product details including taxes, discounts, and fixed prices. Quotes, in other words, are a preview of product details before confirmation by the customer.

## 7. PROPOSALS

LaraOffice has a feature of sending proposals to all the users that contain product details. Quotes and proposals have the same features and work the same way while proposals are extended to all the customers including leads.

## 8. CONTRACTS

The LaraOffice provides an agreement service to make the process of creating a new project to be assigned. It generates Agreements, Quotes and other documents that ensure accuracy and compliance with an intuitive guided creation flow, Avoid mistakes by using pre-approved templates, Easily edit and change terms.

## 9. PRODUCT MANAGEMENT

LaraOffice manages all the products through this module. Product management allows admin to manage all the properties of a product like brand, product transfers, measuring units, warehouses, and categories of the products.

## 10. CONTACT MANAGEMENT

As the main aspect of CRM is recording contacts' details and tracking their interactions with a business, LaraOffice provides a huge space for managing contacts through contact management module in order to improve sales and service levels leveraging a wider range of data.

## 11. USER MANAGEMENT

User management functionality that can be tailored to reflect any specific administrative structure, as well as to group users in any other way and to define the access and permission settings.

## 12. LEADS

LaraOffice enables the process of initiating an inquiry about the product in order to know the interests of customers and categorize them as leads so that they will be able to get the proposals.

## 13. PROJECTS

This module helps to manage assigned project budgets, record expenses and track timesheets regarding the project and tasks. LaraOffice also features flexibility in charging a customer for their work like fixed amounts as work is completed and/or set time-based billable rates. Hourly rates can also be set for each team member. It consist of various sub-modules like Client project, project status, project billing type, and project tabs.

## 14. ACCOUNTING

Laraoffice has the ultimate ability to keeping track of all the transactions such as payments, credit notes, and refunding over a large period of time. All incomes, expenses, profits, losses are tracked and calculated giving monthly reports.

## 15. CART ORDERS

LaraOffice helps both the customers and admin to place more than one order or payment at the same time by placing all the selected products into cart and make payment at a time. Admin can also place the products into cart on behalf of customer's requests.

## 16. TASK MANAGEMENT

LaraOffice helps the users in maintaining a precise sales process in place by allowing you to conduct various tasks and activities to bring a prospect through a particular stage and into the next one through task management module. This also helps the customer in understanding the path to follow for each sales process step.

## 17. ASSET MANAGEMENT

Asset Management designed to meet the unique relationship management and reporting needs. Our LaraOffice provides upgrades CRM

features such as tracking contacts, asset, location, categories, meetings, activities, etc, but also it analyzes the track history of asset which are managed to generate leads.

## 18. QUICK NOTIFICATIONS

Apart from sending messages/notification or emails through SMS and Email templates, based on the circumstances LaraOffice helps to send quick notifications to all the users or a specified user.

## 19. KNOWLEDGE BASE

LaraOffice provides a support platform to all the users in order to discuss the issues by raising tickets and share related information about the products that maintain transparency among the users related to the ticket.

## 20. CONTENT MANAGEMENT

LaraOffice features with Content Management which provides document service that is based on the Knowledgebase Provider service. It uses concept for document attributes and document content and enhances it by several new functions such as folders, articles and pages with tags. Content Management enhances functions like linking documents to business objects, Word template integration.

## 21. EMAIL TEMPLATES

LaraOffice allows to customize the emails that are needed to be sent through email templates. Emails templates are pre-defined format of email such as addresses(From, To), Cc, Bcc, Subject and body of the text.

## 22. SMS TEMPLATES

LaraOffice allows to customize the SMS that are needed to be sent through SMS templates.SMS templates are pre-defined format of SMS such as SMS content with sender, receiver details.

## 23. DATABASE BACKUP

Every software some or other time requires data backup.LaraOffice provides you with complete backup within a short time in two ways. This feature allows the backing-up of data in two forms, either in the form of a database or as files.

## 24. GENERATED REPORTS

The LaraOffice generates the reports as per the scheduled period of time. The generated reports such as Income report, Expense report, User report, role reports, User Client project report, task reports, Asset reports, product reports, purchase order reports.

## 25. MESSAGING SYSTEM

The LaraOffice messaging system provides the platform to send and receive messages through a messaging gateway which extends to MailChimp.This module displays all messages at a glance with respect to Inbox and Outbox.

## 26. PLUG-INS

LaraOffice is featured with a process of managing the modules dynamically through plug-ins. These plug-ins allow you to optimize or customize this application to some extent by activating or deactivating the plug-ins of your choice or requirement.

### Payment Methods

- PayU
- Paypal
- Stripe
- Offline payment

### SMS Gateways

- Nexmo
- Plivo
- Twilio