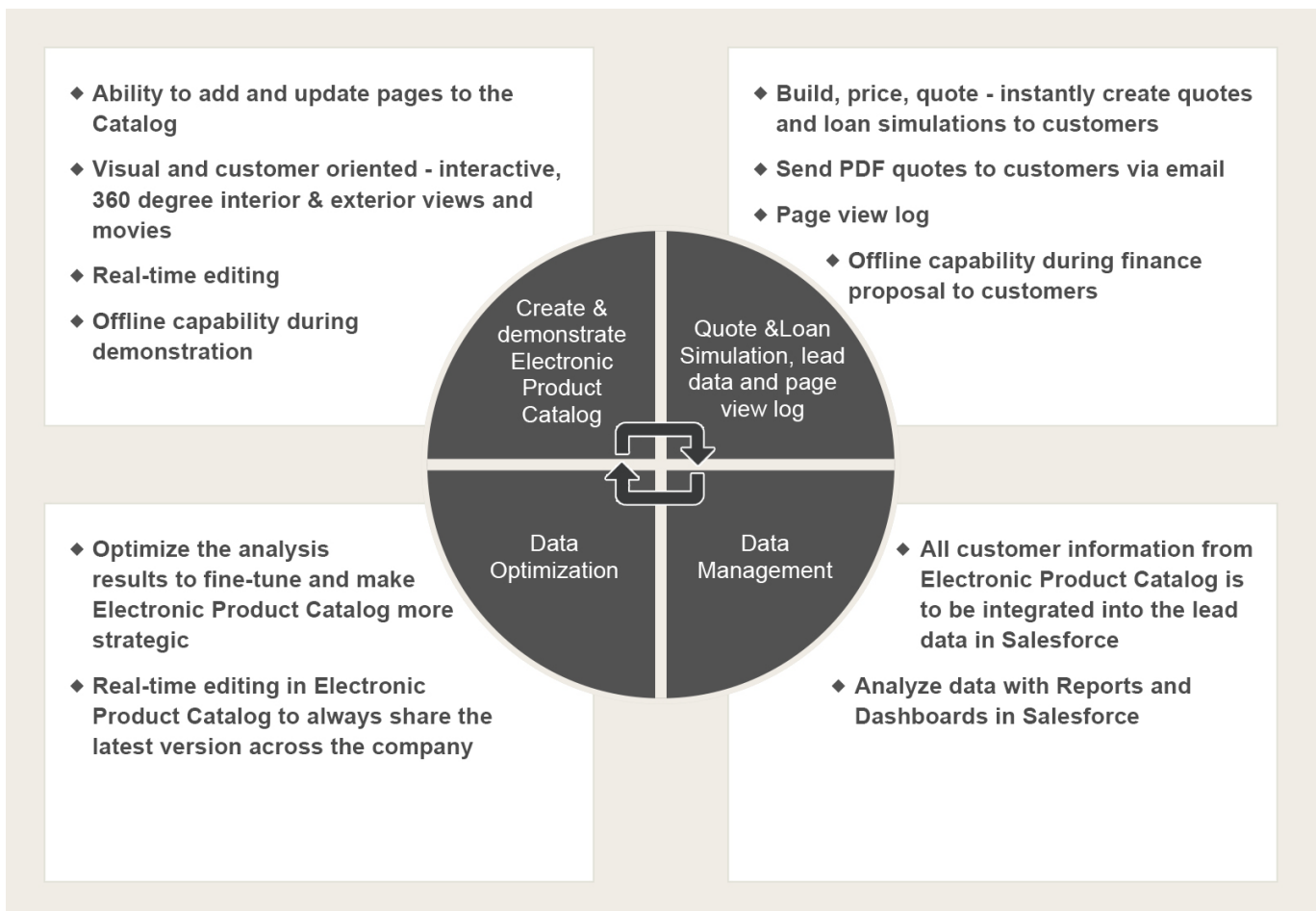# Strong Support for You
G1 Template

G1 Template for AUTO Overview

✔ With G1 Template, you can create Electronic Product Catalog which helps users to show interactive and dynamic presentation and instantly create quotes & loan simulations. All customer information will be integrated into the lead data in Salesforce.

✔ G1 Template empowers sales activity, drives consistency and improves close rate.

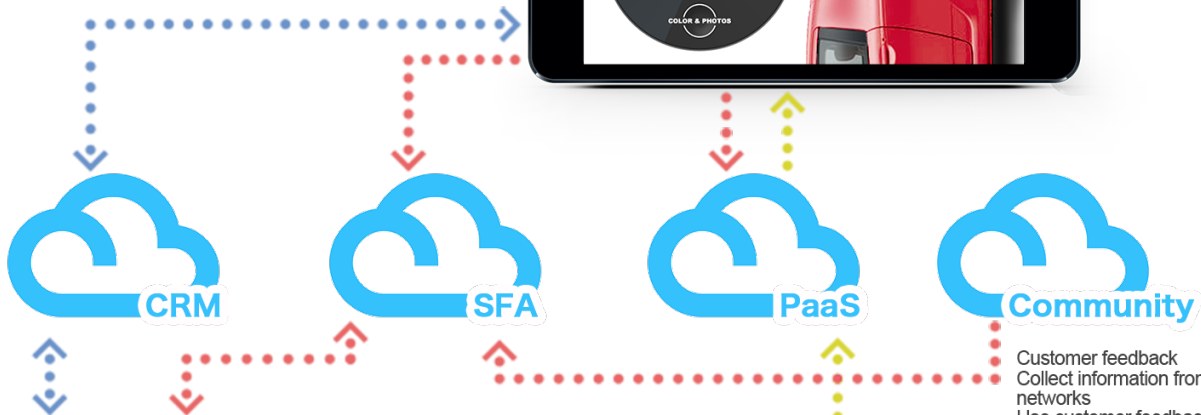✔ Built native to Salesforce platform and available on Android and iOS tablets.

◆ Ability to add and update pages to the Catalog

◆ Visual and customer oriented - interactive, 360 degree interior & exterior views and movies

◆ Real-time editing

◆ Offline capability during demonstration

◆ Build, price, quote - instantly create quotes and loan simulations to customers

◆ Send PDF quotes to customers via email

◆ Page view log

◆ Offline capability during finance proposal to customers

Create & demonstrate Electronic Product Catalog

Quote &Loan Simulation, lead data and page view log

Data Optimization

Data Management

◆ Optimize the analysis results to fine-tune and make Electronic Product Catalog more strategic

◆ Real-time editing in Electronic Product Catalog to always share the latest version across the company

◆ All customer information from Electronic Product Catalog is to be integrated into the lead data in Salesforce

◆ Analyze data with Reports and Dashboards in Salesforce
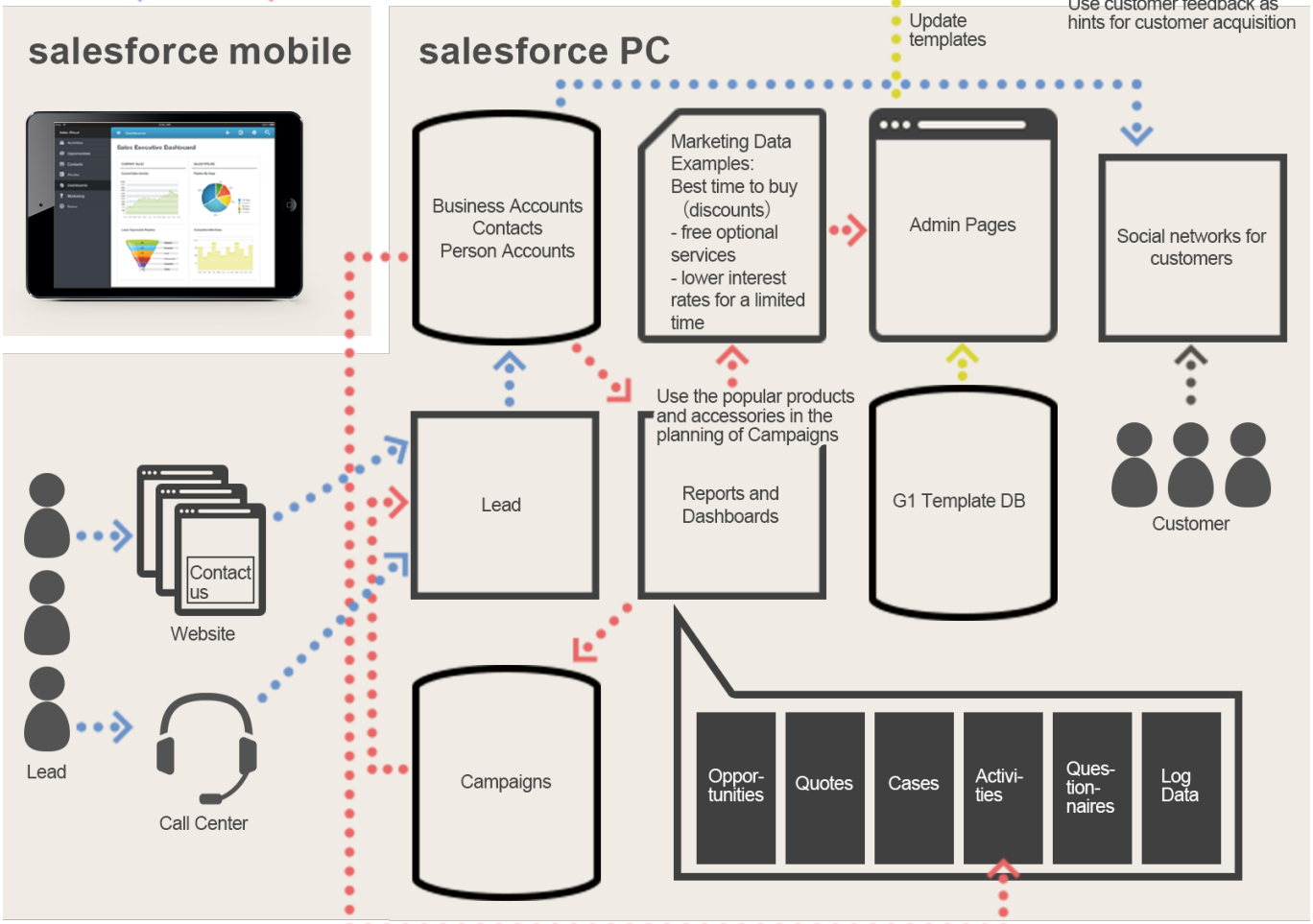
giraffa
–we bring ideas–

giraffa G1Template -Sales Staff Action for Lead-

- ✔ Digital Catalog
- ✔ Estimates
- ✔ Loan Simulator
- ✔ Campaigns
- ✔ Surveys
- ✔ Test-drive reservations
- ✔ Competitors Data

CRM data SFA data G1 Template data

GIRAFFA CAR
How g1template envisions
the Automotive Enterprise Syst
$12,300

COMPARE SPECS

FEATURES ViewColor & 360 OVERVIEW

COLOR & PHOTOS

CRM **SFA** **PaaS** **Community**

Customer feedback
Collect information from social networks
Use customer feedback as hints for customer acquisition

Update templates

salesforce mobile

salesforce PC

Business Accounts
Contacts
Person Accounts

Marketing Data
Examples:
Best time to buy
（discounts）
- free optional services
- lower interest rates for a limited time

Admin Pages

Social networks for customers

Use the popular products and accessories in the planning of Campaigns

Lead

Reports and Dashboards

G1 Template DB

Customer

Contact us

Website

Lead

Call Center

Campaigns

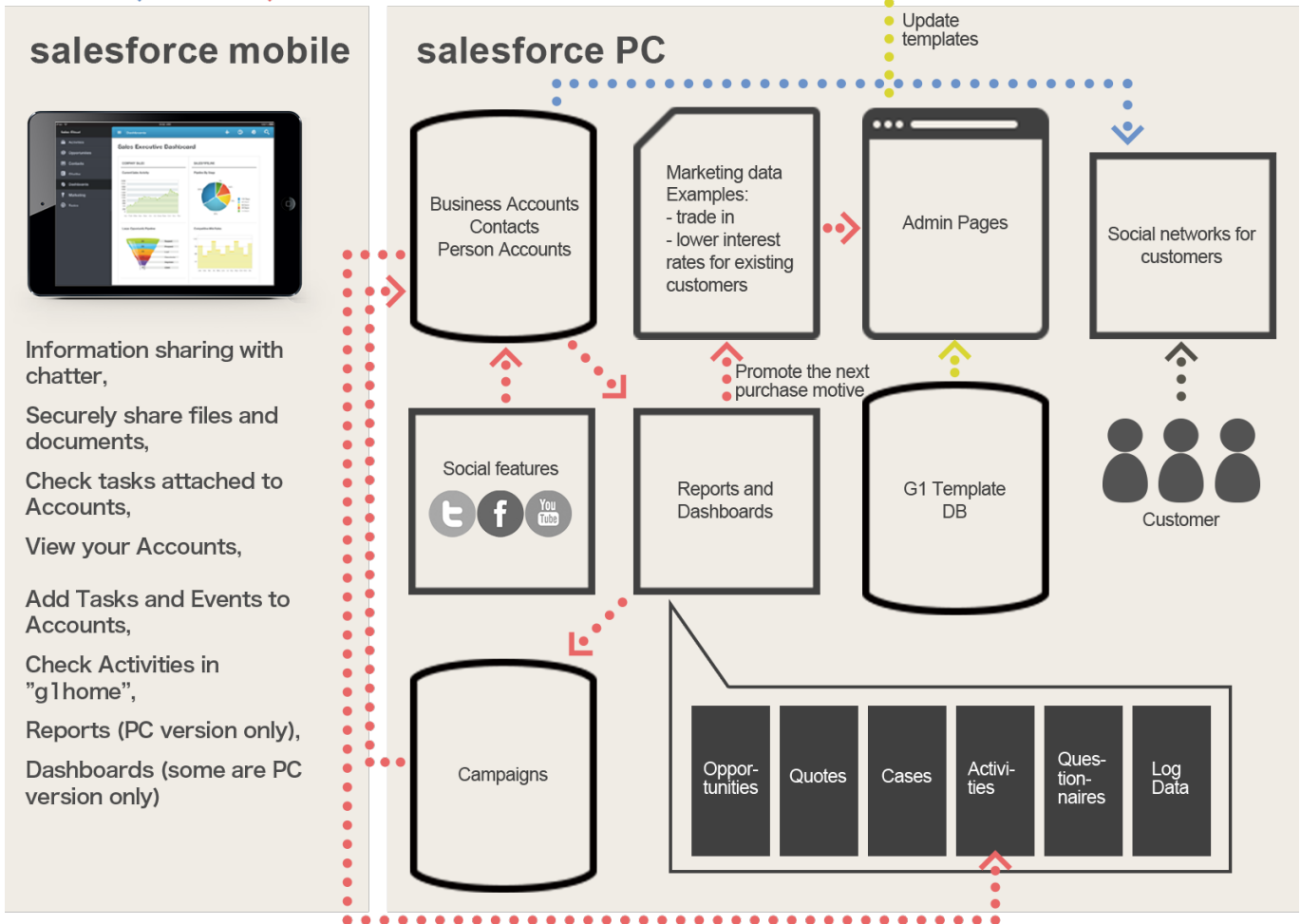| Opportunities | Quotes | Cases | Activities | Questionnaires | Log Data |

giraffa G1 Template -Sales Staff Action for Customer-

- ✔ Electronic Product Catalog
- ✔ Quotes
- ✔ Loan Simulator
- ✔ Campaigns
- ✔ Questionnaires
- ✔ Test-drive reservations
- ✔ Competitors Data
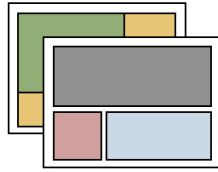- ✔ Customer List
- ✔ After-Sales Service

⬇ CRM data ⬇ SFA data ⬇ G1 Template data

GIRAFFA CAR
How g1template envisions the Automotive Enterprise Syst
$12,300

COMPARE SPECS
FEATURES ViewColor & 360 OVERVIEW
COLOR & PHOTOS

Promote the next purchase motive
Add attractive contents to retain customers

CRM SFA PaaS Community

Customer feedback
Collect information from social networks

Update templates

salesforce mobile

Information sharing with chatter,

Securely share files and documents,

Check tasks attached to Accounts,

View your Accounts,

Add Tasks and Events to Accounts,

Check Activities in "g1home",

Reports (PC version only),

Dashboards (some are PC version only)

salesforce PC

Business Accounts
Contacts
Person Accounts

Marketing data
Examples:
- trade in
- lower interest rates for existing customers

Admin Pages

Social networks for customers

Promote the next purchase motive

Social features

Reports and Dashboards

G1 Template DB

Customer

Campaigns

| Oppor-tunities | Quotes | Cases | Activi-ties | Ques-tion-naires | Log Data |

1

Decide the content

Put together the content based on existing and new pamphlets.

What to prepare

Organize the content based on possible negotiation processes - such as presenting the entire catalog or only specific products, etc.

2

Decide the process of the negotiation

The planning sector decides how the negotiation should progress on a tablet, considering that if the process is followed as planned, it should reach the negotiation phase.

3

Choose the templates

Based on Step 2., select the templates that match the content. The templates are provided.

4

Submit the content

Submit the content into each template.

What to prepare

Text content, images, charts, tables, videos, etc.

5

Done

That's all!

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Comparison to traditional print catalogs

Customer visits the shop

Print Catalog

1. It's costly to print
2. It's difficult to avoid stale data (it takes time to update)

Digital Catalog

1. The data is always up-to-date
2. No print costs
3. It's possible to add content that would be excluded from print materials due to print costs (e.g. limited page numbers)

Explanation

1. Huge difference in results due to competence of sales staff

Explanation

1. It's easier to win the sympathy of the target due to the videos in the digital catalog, thus decreasing the difference in competence between sales staffs in their daily operations

Create the estimate

1. Print cost
2. The customer has to wait while estimate is being filled

Generate the estimate

1. Generate the estimate together with the customer within the tablet
2. The price is updated in real time, making it easier for the customer to consider the options

Input personal info

1. It takes time to manually input
2. There are risks of mistaken inputs

Input personal info

1. It's unlikely to have mistakes because the input is done with the customer on the tablet

Follow-up actions

1. There are risks of accidents if there are mistakes in the previous step
2. It takes time to execute follow-up actions

Follow-up actions

1. By synchronizing with Salesforce in real time, the whole company shares the same data, allowing immediate follow-up actions.

Example usage

Customer visits the shop

Login to Salesforce

Product explanation

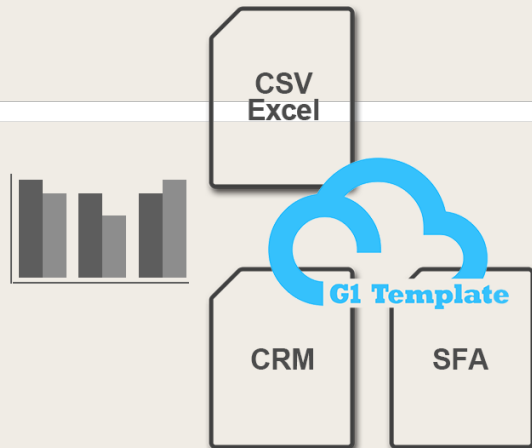**Show Electronic Product Catalog you've created in Salesforce on a tablet**

**Quote and
Input personal info**

Create quote at the storefront with customer

Submit the estimate and personal info

CSV
Excel

Save in Salesforce

G1 Template

CRM   SFA

Practical Uses

Submit the Estimate and personal info

From initial contact to after sales follow-ups, you can enjoy seamless business operations in Salesforce!

G1 Template

View the data and approach
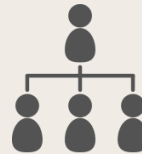Better support for sales operations!

Campaigns
Use campaigns to entice the next purchases!

Customer social network
Use social networks to retain the customers!

Call center
Use the customer feedback for R&D of new products!

Share data in real time
Always work with the newest information!

Export into CSV/Excel
Process the data freely!

CSV EXCEL

Analyze the data with reports and dashboards
Strategize your marketing!

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