CloudWinks

CLOUDWINKS · BUSINESS, FINANCE & COMMERCE

DealMaker

Business brief

DealMaker gives sales and business development teams one place to run every deal, from the first opportunity through negotiation to the signed contract.

1. What it does

DealMaker manages the full life of a deal. Teams track their pipeline, manage opportunities, record where each negotiation stands and keep the contract with the deal it belongs to, so nothing falls between the cracks from first contact to close.

2. Main features

- Deal pipeline tracking
- Opportunity management
- Negotiation tracking
- Contract management
- Full deal lifecycle management for sales and business development teams

3. How it works with other applications

DealMaker uses the shared Crux record for every person and company in a deal, so counterparties are the same records the rest of the business already uses. Every item it manages also uses the CloudWinks base functions: media through MediaMogul, role players, dates and times, ratings, budgets, transactions and a status flow. Each base function opens the controls in the app that owns them, so nothing is duplicated.

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