



BQE CORE:

CRM Best Practices Package

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Price: \$1,500

Who It's For:

This package is designed for architecture, engineering, and professional services firms that want to better manage leads, opportunities, and proposals using BQE CORE CRM.

It is ideal for Business Development teams, Marketing staff, firm leadership, and Project Managers who need clearer pipeline visibility, standardized workflows, and a seamless process for converting prospects into projects.

CRM Best Practices & Consulting Engagement Includes:

- ✓ CRM configuration
- ✓ Pipeline workflow design
- ✓ Opportunity stage setup
- ✓ BD & PM training sessions
- ✓ Pipeline dashboards for leadership

Expected Outcomes

- ✓ Firms that implement
- ✓ CRM effectively achieve:
- ✓ Centralized opportunity tracking
- ✓ Improved collaboration between BD and PMs
- ✓ Stronger forecasting
- ✓ Higher proposal win rates