

## Quote. Track. Collect.

Stop losing freight revenue after the first enquiry.

SOC 2 Type II Certified

### The CRM Built for Indian Logistics Companies

Freight forwarders, fleet operators, and 3PL companies use HelloGrowthCRM to track shipment enquiries, automate follow-ups on pending quotes, and collect payments faster — all on WhatsApp. Rs. 899/user/month.

- Fleet Operators
- Freight Forwarders
- 3PL Companies
- Courier Services
- Cold Chain & Reefer

**G1 Quote Follow-Up Automation**  
Send a quote, then auto-follow up on Day 1, Day 3, and Day 7 via WhatsApp. Track which quotes were opened, replied to, and converted.

**3x quote conversion**

**G2 Shipment Pipeline Tracking**  
Track shipment order moves through stages: Enquiry → Quoted → PO Received → In Transit → Delivered → Invoice Raised → Payment Received.

**No order falls through**

**G3 Collections & Payment Follow-Up**  
Send payment reminders on due date, Day 3, and Day 7. Track outstanding amounts by client and sales rep. Reduce DSO.

**Faster collections**

- PLATFORM FEATURES**
- Freight enquiry capture & assignment
  - Quote pipeline (multi-mode: road/rail/air)
  - WhatsApp quote sharing + follow-up
  - Shipment status pipeline
  - Driver / fleet partner tracking
  - Payment milestone tracking
  - Client-wise revenue reports
  - Field sales rep check-in
  - Distributor / agent pipeline
  - Manager live dashboard

**Rs. 899**  
per user / month - all features included  
No per shipment charge. Flat platform fee.

### 01 ENQUIRY RECEIVED

**ENQUIRY FLOW — 7 STAGES**

Call/WhatsApp/email enquiry logged. Lane, cargo type, weight captured.

### 02 QUOTE PREPARED

Rate quoted. WhatsApp PDF quote sent to client.

### 03 FOLLOW-UP SEQUENCE

Day 1/3/7 auto-WhatsApp if no reply. Agent notified if client opens.

### 04 PO / BOOKING CONFIRMED

Client confirms. Shipment record created. Driver/vehicle assigned.

### 05 IN TRANSIT

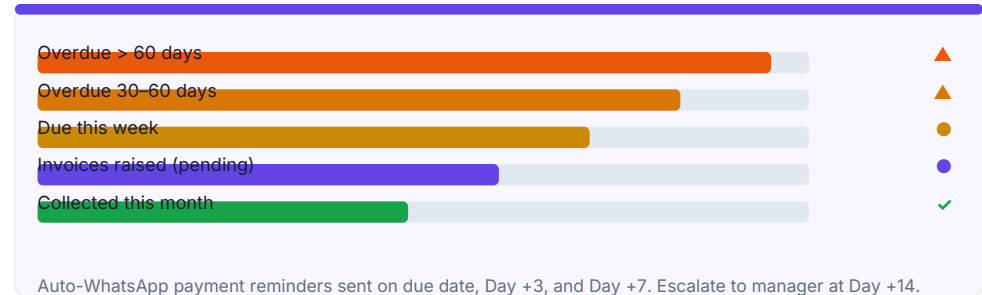
WhatsApp update sent to client at pickup and delivery milestones.

### 06 DELIVERY CONFIRMED

POD uploaded. Invoice raised from CRM.

### 07 PAYMENT RECEIVED

Payment logged. Account closed. Auto thank-you WhatsApp sent.



Auto-WhatsApp payment reminders sent on due date, Day +3, and Day +7. Escalate to manager at Day +14.

### CLIENT TYPES WE WORK WITH

- FMCG distributors
- E-commerce last-mile operators
- Pharmaceutical cold chain
- Auto parts / manufacturing shippers
- Construction material haulage
- Agricultural produce transporters
- Import/export freight forwarders
- Government / municipal contracts

### TRACK YOUR FIELD SALES TEAM IN REAL TIME

Field reps check in via mobile app at each client visit. Manager sees location, visit notes, and daily call count. No more end-of-day calling to find out what happened on route.

### FREE LOGISTICS CRM AUDIT FOR YOUR FLEET

We review your current quote-to-payment cycle, identify where revenue is leaking, and show how HelloGrowthCRM can improve your DSO and quote conversion rate in 30 days.

[Book Free Audit — sales@hellogrowthcrm.com](mailto:sales@hellogrowthcrm.com) | +91 70690 83968