

Technical documentation

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Product Name: ACME CRM

Version: 1.0.0

Phase: [📄](#) [🔍](#) [🏠](#) [🔍](#)

Date: [📅](#) 09 May 2023

Product Overview 📄

Acme CRM is a customer relationship management software designed to help businesses manage their customer interactions and improve their sales and marketing efforts. It is built using Java and runs on Windows, Linux, and macOS.

Product Objectives 📄

Acme CRM aims to provide a user-friendly interface, real-time analytics, personalized communication, streamlined workflows, scalability, data security and compliance, integrations, customizable dashboards and reports, mobile access, and excellent support with continuous updates to meet evolving business needs.

Product Features 📄

Automatic Deal Scoring

Acme CRM includes an automatic deal scoring feature that assigns a score to each deal based on its likelihood of closing. The score is calculated based on factors such as the deal value, the stage of the deal, and the level of engagement from the customer. The feature enables sales reps to prioritize their efforts and focus on the deals with the highest likelihood of closing.

```
1 public class DealScoringService {  
2     public int calculateLikelihoodOfDeal(Deal deal) {  
3         int score = 0;  
4     }  
5 }
```



Technical C

Anthony S. Fauci



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College Costs , State Higher Education Profiles ,1985 Monthly Catalog of United States Government Publications ,1987 Technical Bulletin ,1922 *C and D* ,1889 Druggists' Circular ,1927 *Salaries and Tenure of Instructional Faculty in Institutions of Higher Education* National Center for Education Statistics,1974 **Salaries and Tenure of Instructional Faculty in Institutions of Higher Education 1974-75** Richard M. Beazley,1976 Popular Educator ,1919 *Chronological Table of and Index to the Statutes to the End of the Session of ...* ,1902 **The Law Reports** ,1896 **Report of Robert C. Morris, Agent of the United States, Before the United States and Venezuelan Claims Commission, Organized Under the Protocol of February 17, 1903, Between the United States of America and the Republic of F Venezuela** ,1904 **The Irish Law Times and Solicitors' Journal** ,1893 Chemist and Druggist ,1915 **Industrial Management** ,1921 **Parliamentary Papers** Great Britain. Parliament. House of Commons,1903 **Calendar . .** University of Tasmania,1924 *The British Clayworker* ,1906 **Sessional Papers** Great Britain. Parliament. House of Commons,1902 Annual Report of the Council for Scientific and Industrial Research Council for Scientific and Industrial Research (Australia),1927

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