Technical documentation

Product Name: ACME CRM

Version: V2.0

Phase: When applicable

Date: 8 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.

```
public class DealScoringService {
    public int calculateDealScore(Deal deal) {
        int score = 0;
```

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SA Adler

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