## **CRM**

#### **Activities**

- Create New Event
- Create New Task
- Log Call
- Sales Rep Summary

#### **Opportunities**

- Create New Opportunity
- Delete Opportunity
- Pipeline Forecast

## **Campaigns**

- Create New Campaign
- Delete Campaign

## Sales Pipe Status

- Create Sales Pipe Status
- Delete Sales Pipe Status

#### **Statuses**

- Create Status
- Delete Status

## **Types**

- Create Type
- Delete Type

## Sources

- Create Source
- Delete Source

#### Milestones

- Create Milestone
- Delete Milestone

#### Lead

- Create Lead
- Convert Lead
- Delete Lead

#### Sales Entities

- Create Prospect
- Convert Prospect
- Delete Prospect
- Add Contact to Campaign

## Lost Revenues

## **Prospect Requirements**

- Add Prospect RequirementDelete Prospect Requirement

# **Customer License** Competitors

- Create CompetitorDelete Competitor