

komax

SNAPADDY LEAD CAPTURE TOOL

North America Events

komax

adaptronic

TECHNOLOGY
HOSVER

Di.IT

Schleuniger

CIRRIS®

WUSTEC



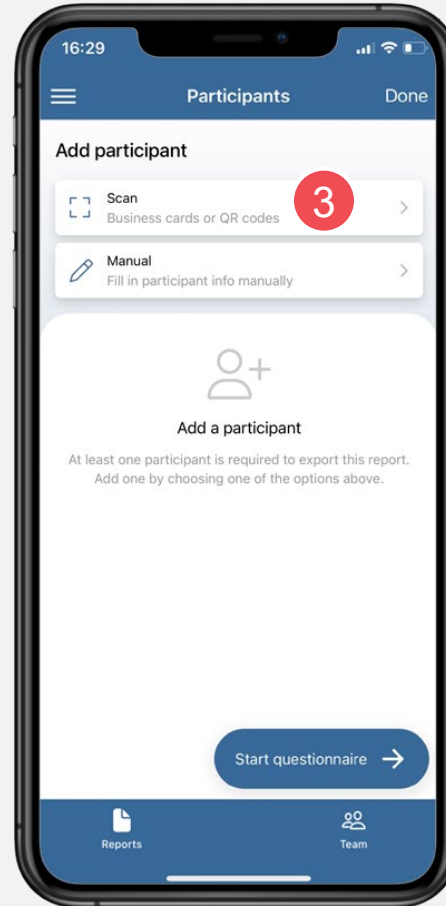
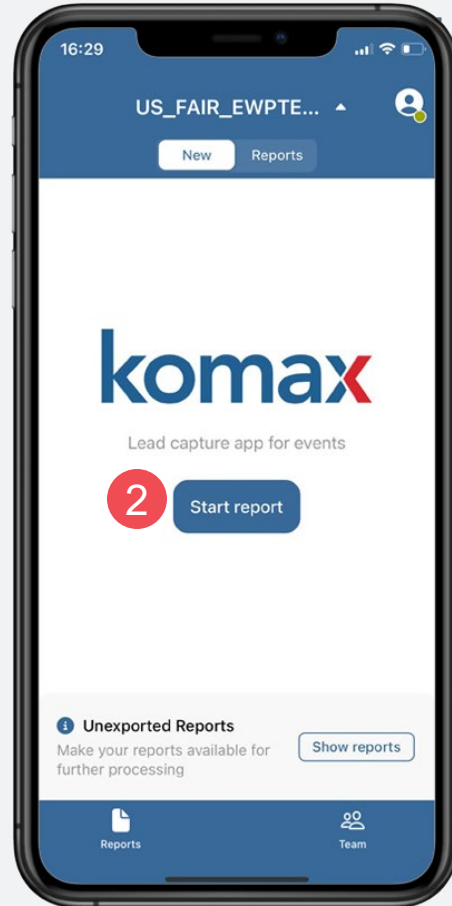
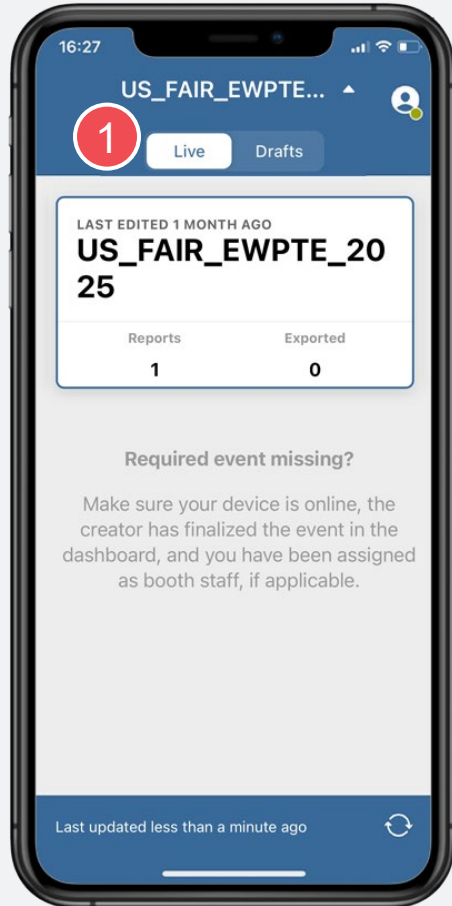
Our goal:

Generate high-quality leads with strong potential for conversion.

A lead is a company or individual that has shown clear interest in our products or services.

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1. Navigate to the **Live** register and choose the appropriate event.
2. Once you've selected the event, use the **Start Report** function to enter a new lead.
3. Click on the **Scan QR-Code** icon.

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16:31 Simone Leicht Done

Salutation None

Title Add title

First name Simone

Last name Leicht

Job title Group Marketing Specialist

Company Schleuniger AG

Company data
5 results available

Contact details

Phone +41333340732

Mobile Add mobile number

Fax Add fax number

E-mail simone.leicht@schleuniger.ch

Website Add website

16:31 Simone Leicht Done

Website Add website

LinkedIn Add LinkedIn profile

Address

Street Bierigutstrasse 9

Street 2 Add street address line 2

P.O. box Add P.O. box

City Thun

Postal code 3608

State BE

Country Switzerland CH

VAT Add VAT

Notes
Primary Contact

16:31 Simone Leicht Done

Website Add website

LinkedIn Add LinkedIn profile

Address

Street Bierigutstrasse 9

Street 2 Add street address line 2

P.O. box Add P.O. box

City Thun

Postal code 3608

State BE

Country Switzerland CH

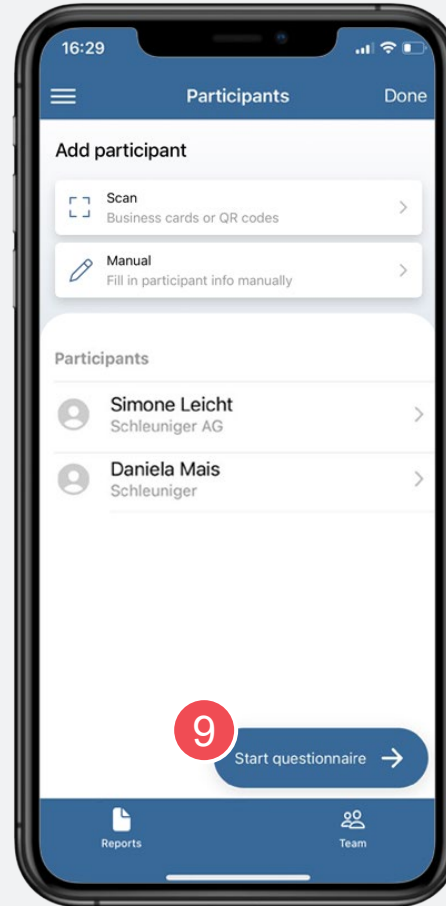
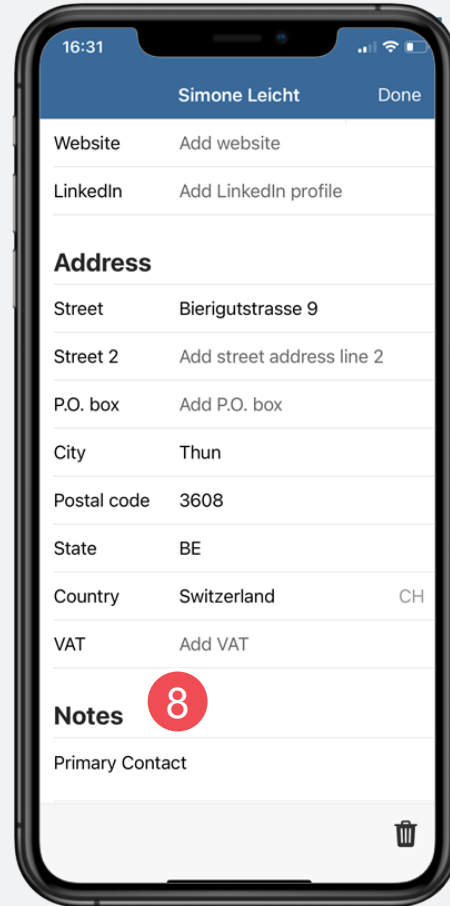
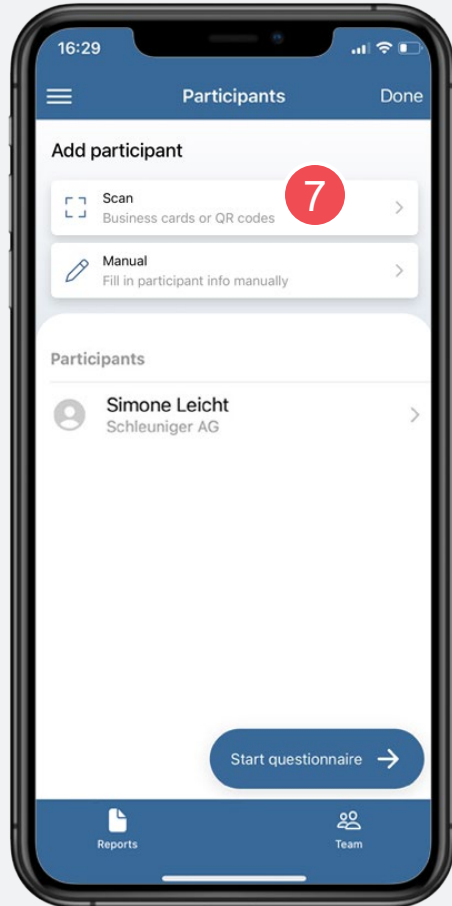
VAT Add VAT

Notes
Primary Contact

4. Ensure all mandatory fields are completed. If any mandatory information is missing from the scan, select the appropriate option from the drop-down menu or enter it manually.
5. Indicate in the **Notes** field if the contact is the primary contact. *Only the primary contact will be added as a lead.*
6. Once the contact information is filled out, click **Done** to finalize the contact.

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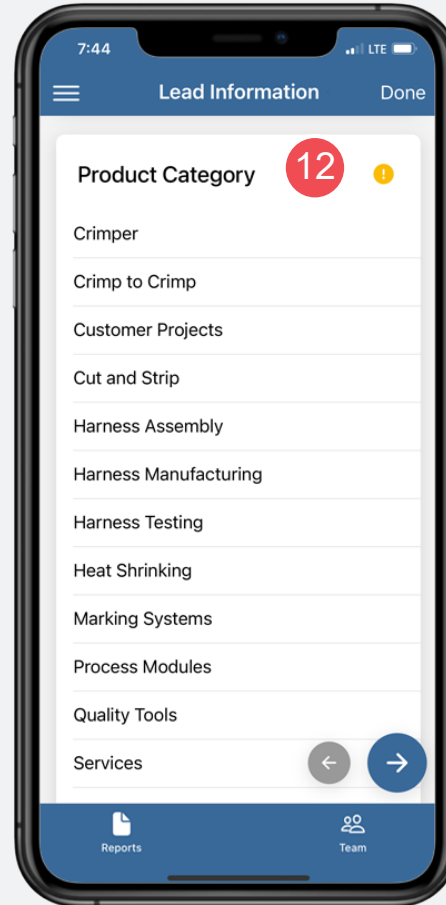
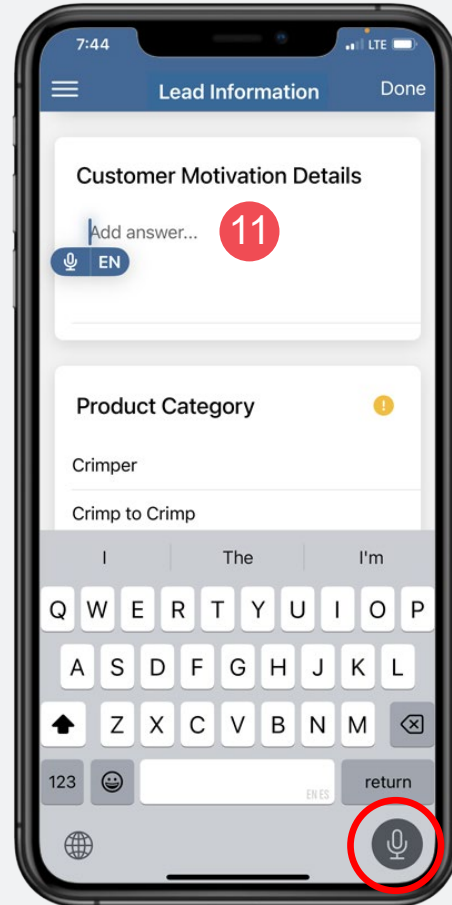
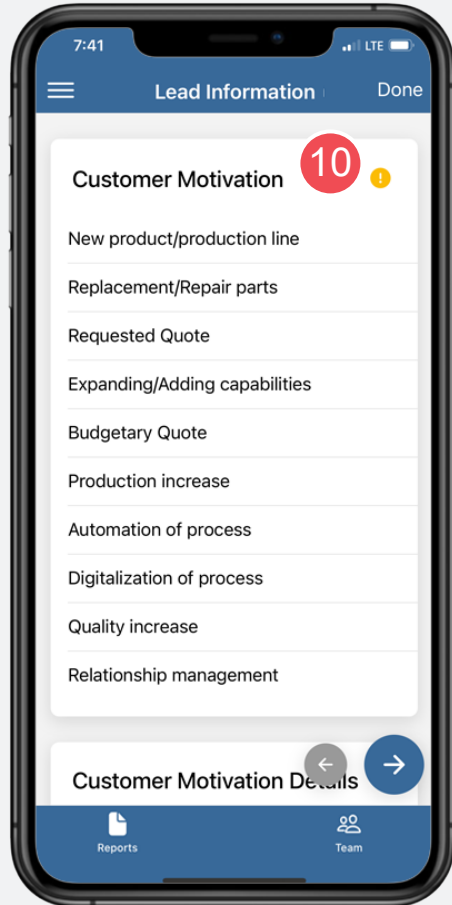
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7. Click the **Scan QR-Code** icon again to add more contacts to the lead.
8. Remember to specify in the **Notes** field if the contact is the primary contact. *Only the primary contact will be added as a lead.*
9. After scanning all contacts, click **Start questionnaire** to enter lead information.

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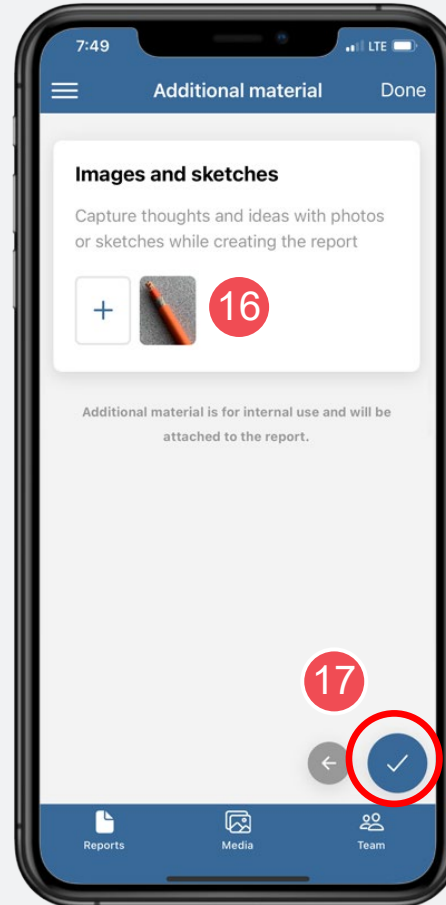
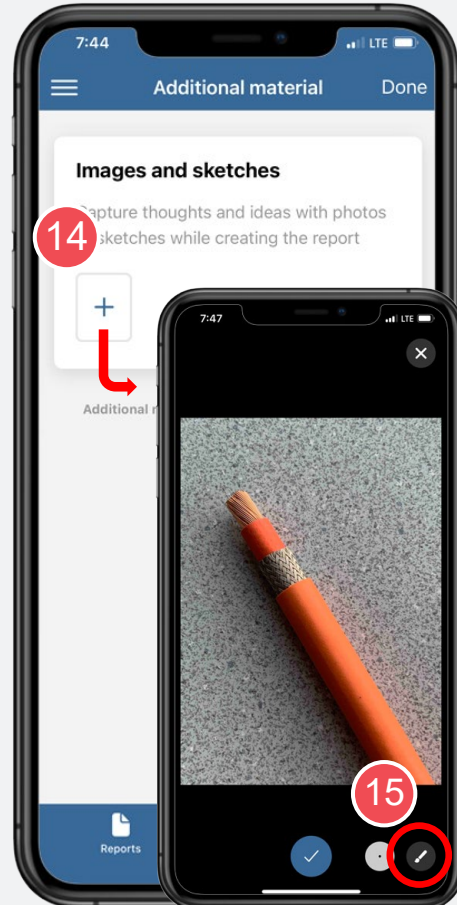
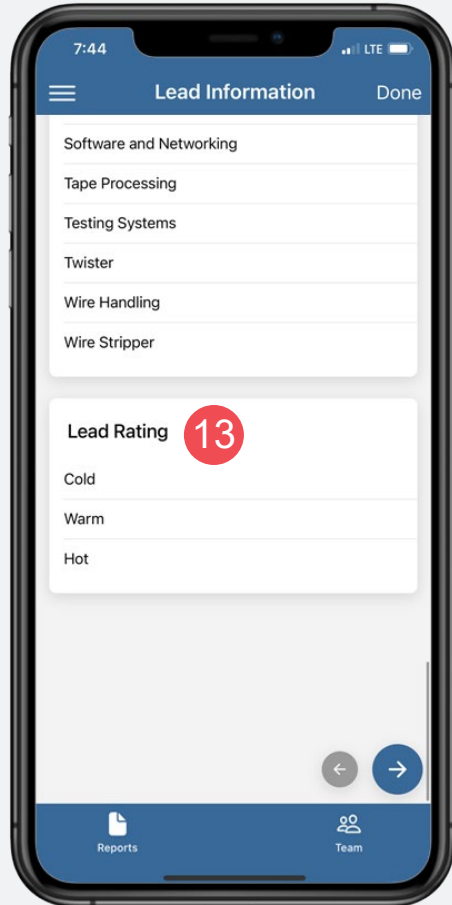
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10. Capture **Customer Motivation** by selecting the main topic of from the dropdown menu.
11. Enter additional details in the **Customer Motivation Details** field using your mobile device's keyboard or the dictation function.
12. Select the **Product Category** that relates to the customer's interest.

SnapAddy Lead Capture Tool

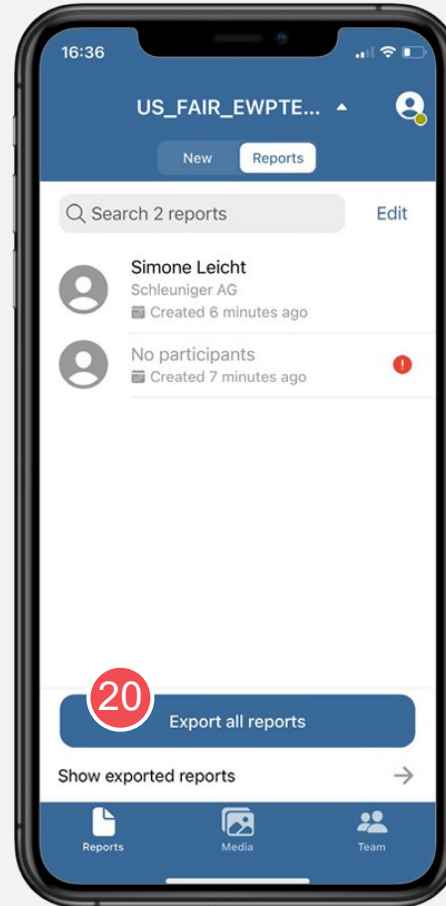
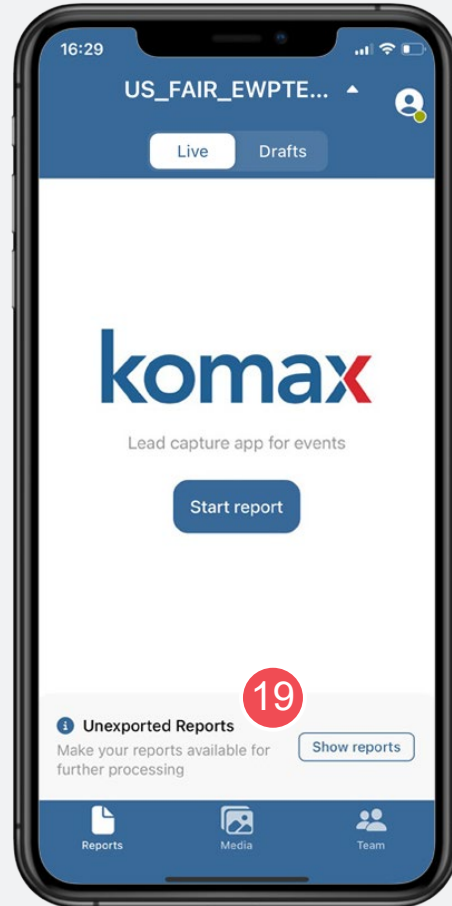
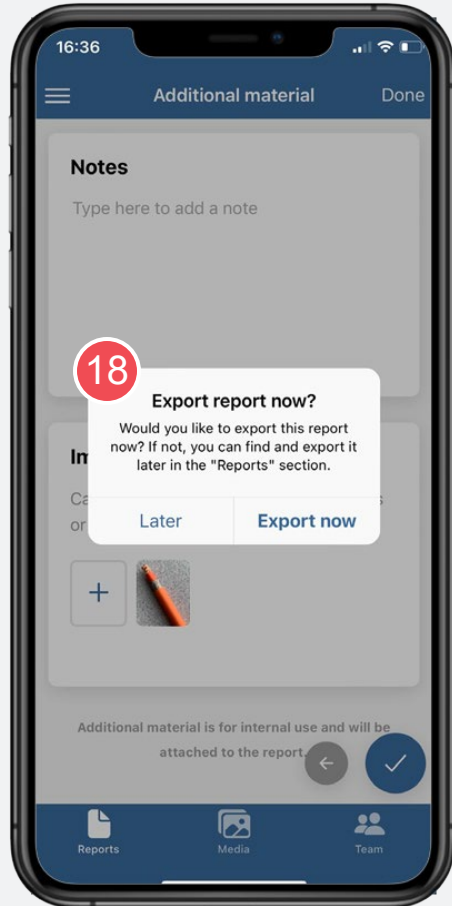
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13. Select the **Lead Rating** that best reflects the level of interest.
14. Images can be added to a lead by clicking on the + sign.
15. Once you've taken a picture, you can edit it and add notes by tapping the pencil icon at the bottom right. Click the checkmark icon to save the changes.
16. Images are saved to the lead and will be transferred to Salesforce.
17. Complete the lead capture by clicking the checkmark icon at the bottom right.

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18. After completing a lead, a pop-up will appear asking if you want to **Export now** or **Later**.
Tip: It's best to capture all leads first and export them later.
19. You can view your **Unexported Reports** (leads) in a list format.
20. Click on **Export all reports** to collectively export them to the app's backend.

Marketing will execute the export to Salesforce, after which the leads will become visible within Salesforce.

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