

Zoho MeetUp!

Istanbul Kullanıcı Grubu



Zoho MeetUp Ekim 2021 Giriş
Sunumu



Son Buluřmamız – Mart 2020



Son Buluşmamızdan Bu Yana Neler Oldu?

- ◆ **Zoho CRM** 2020 ve 2021 Güncellemeleri Canlıya Alındı
- ◆ **Zoho SalesIQ 2.0** ile **Kodsuz ChatBot Geliştirme Arayüzü** ve Birçok Başka Özellik Geldi
- ◆ Online Sözleşme Yönetimi Uygulaması : **Zoho Contracts** hayata geçti
- ◆ Zoho MarketingHub uygulaması **Zoho MarketingAutomation** adı altında yenilendi
- ◆ İleri Seviye Süreç Yönetimi hizmeti sağlayan **Zoho Orchestly** uygulaması **Qntrl** adı altında yenilendi
- ◆ Hızlıca datanızı yönetebileceğiniz ve düzenleyebileceğiniz **Zoho DataPrep** uygulaması hayata geçti

Son Buluşmamızdan Bu Yana Neler Oldu?

- ◆ Online Doküman Yönetimi hizmeti sağlayan Zoho Docs yerini Zoho **WorkDrive**'a bıraktı
- ◆ Pazarlama takımları için **Zoho Marketing Plus** ve uzaktan çalışmak isteyen takımlar için **Zoho Remotely** ürün paketleri hayata geçti
- ◆ **Zoho Meeting** arayüzü yenilendi ve ileri seviye webinar özellikleri eklendi
- ◆ **Zoho Page Sense** üzerine gelen **Akıllı PopUp, Push Bildirimler** ve **Ziyaretçi Anketleri** özellikleri
- ◆ Zoho CRM'in Yeni **Satış Rotası Yönetimi** Ekleni Uygulaması : **Zoho RouteIQ**
- ◆ **Zoho CRM – WhatsApp Entegrasyonu** Çözümü Wappflex Üzerindeki Gelişmeler

Zoho CRM Güncellemeleri

Cohort ve
Quadrant
Analizleri

← Rachel Send Email Edit ...

Segmentation

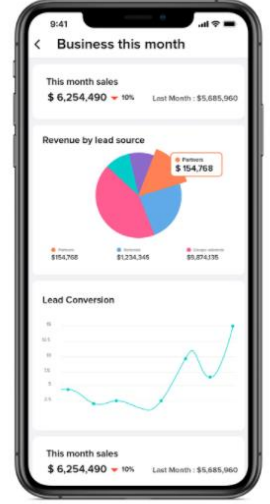
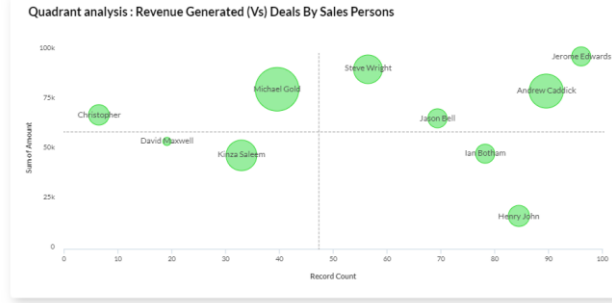
Champion	Nov 6, 2019	9	\$ 9,084.00
Segment Label	Recency 5	Frequency 5	Monetary 5

Notes

She is interested in buying AZ001. She will get back to us after discussing with her team.
Prospect - Rachel • Add Note • now by Amelia burrows

Add a note...

RFM Segmentasyon



Zoho CRM
Analytics App

Ve diğerleri... Giriş sunumundan sonra 2020 ve 2021 güncellemeleri üzerine konuşacağız.

Melinda Anderson
Strategic Associate

Overview Notes Timeline Emails Social Client Activities All Pages

About

Account Type: Affinity Estate
Department: Planning and Management
Email: melindanderson@affinityest.com
Phone: (02) 2345 5678
Mobile: (02) 345 6789
Lead Source: Partner
Contact Owner: Susan Hest
Last Activity Time: 10/27/2020 10:49 PM

Properties

 GOLDEN EAGLE COTTAGE Individual House Builder Name: Engh Project Status: Completed Base Price per Sqft: \$ 9200 \$215,400.00	 AZURE CRESCENT VILLA Vile Builder Name: Concast Project Status: Completed Base Price per Sqft: \$ 180000 \$342,000.00	 BLITHE AUTUMN Apartments Builder Name: Autast Project Status: Completed Base Price per Sqft: \$ 110000 \$130,000.00
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Open Activities

Site Details

Deals

Source Deal

Canvas Stüdyo

Zoho CRM Canvas Stüdyosu

Melinda Anderson
Strategy Associate

About

Account Name: Affinity Estates
Department: Planning and Management
Email: melindanderson@affinityest.com
Phone: (320)414-1631
Mobile: (320) 555-4737
Lead Source: Partner
Contact Owner: Duane Mossi
Last Activity Time: 10/27/2020 - 06:49 PM

Properties

Property Name	Price	Status
GOLDEN EAGLE COTTAGE	\$211,000.00	Completed
AZURE CRESCENT VILLA	\$180,000.00	Completed
BUTHE AUTUMN	\$130,000.00	Completed

Open Activities

Deals

Invited Meetings

Blue Crescent Villa
Spokane, Washington

Property Details

Price: \$85,000
3BRHK, 1500 sq ft

Property Information

Property Type: Villa
Sale Price: \$85,000
Built Area: 1500 sq ft
Year of Build: 2018
No. of Bedrooms: 3
No. of Bathrooms: 2
Built Area: 1500 sq ft
Furnishing Status: Fully Furnished

Amenities

- Power Backup
- Rain Water Harvesting
- Car Parking
- Security

Giriş sunumumuzdan sonra
Canvas Stüdyo üzerine
konuşacağız.

Todd Hernandez
Sales Representative

Documents

Document Name	Updated Date	Version
CT Scan	15-Jun-2020	Pending
Health Insurance	15-Jun-2020	Verified
Prescription	15-Jun-2020	Verified
Medical History	15-Jun-2020	Pending
Insurance Policy	15-Jun-2020	Verified

Emergency Contact

Name: Mike Hernandez
Relationship: Son
Phone: 877-6432-9125
Last Encounter: 15-Jun-2020

Mini Cooper - Vintage Car

Product Details

Product ID: RUC347
Status: Registered
Year: 2018
Mileage: 100
Color: White - 2, Silver - 2

Documents

Document Name	Updated Date	Version
CT Scan	15-Jun-2020	Pending
Health Insurance	15-Jun-2020	Verified
Prescription	15-Jun-2020	Verified
Medical History	15-Jun-2020	Pending
Insurance Policy	15-Jun-2020	Verified

Emergency Contact

Name: Mike Hernandez
Relationship: Son
Phone: 877-6432-9125
Last Encounter: 15-Jun-2020

Zeos Watch Series 3 GPS - Multiple straps, Space Gray steel case. (UK edition)

Product Details

Product ID: RUC347
Status: Registered
Year: 2018
Mileage: 100
Color: White - 2, Silver - 2

Documents

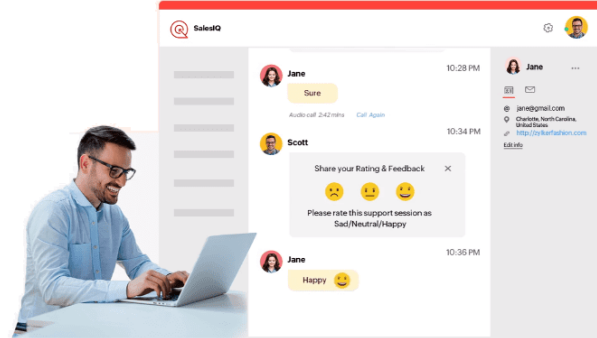
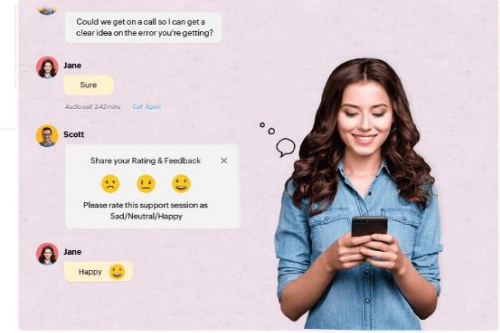
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Emergency Contact

Name: Mike Hernandez
Relationship: Son
Phone: 877-6432-9125
Last Encounter: 15-Jun-2020

Zoho SalesIQ 2.0 Güncellemeleri

- ◆ B2B ve B2C Yapıları İçin Özel Ekranlar
- ◆ Şirket Takibi ve Puanlaması
- ◆ Articles/Makaleler
- ◆ Sıkça Sorulan Sorular
- ◆ Abuse Management/Suistimal Yönetimi
- ◆ Built-in Screenshare/Chat üzerinden hızlı ekran paylaşımı
- ◆ Answer Bot
- ◆ Kodsuz ChatBot Geliştirme Arayüzü



Zoho SalesIQ Kodsuz ChatBot Geliştirme

Zylker Bot Search by Card Name Next

Start

Welcome Card

Hi, Welcome to Zylker Homes..

Options

How can I help you?

SINGLE SELECT LIST

Criteria

BOOK SLOT

Criteria Router

Add Card Title

Criteria

8/50

CRITERIA PROPERTY

Rule 1

Bot Conversation Options is I need help finding a house to rent

Rule 2

Bot Conversation Options is I'm looking to buy a house

Chats Channels Contacts

Here is your Smart Chat (Ctrl+Space)

Günün son seansında Zoho SalesIQ 2.0 ile gelen tüm güncellemeleri konuşacağız.

Automotive Search card name Action updated successfully Publish

Start building your bot

Response Blocks

Button Option Multiple options

Calendar Quick reply Slider

Rating Location

Action Blocks

Here is your Smart Chat (Ctrl+Space)

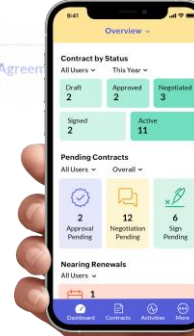
Yeni Uygulama – Zoho Contracts

Online Sözleşme Yönetimi Uygulaması

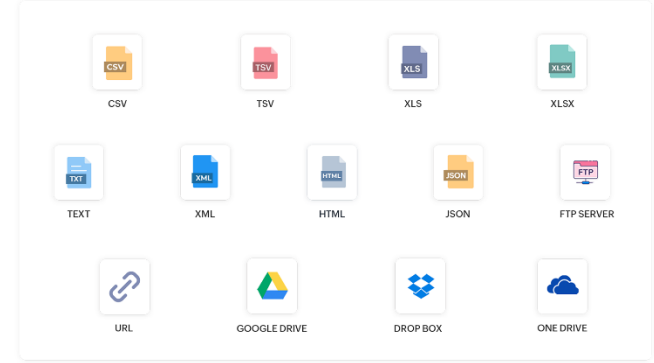
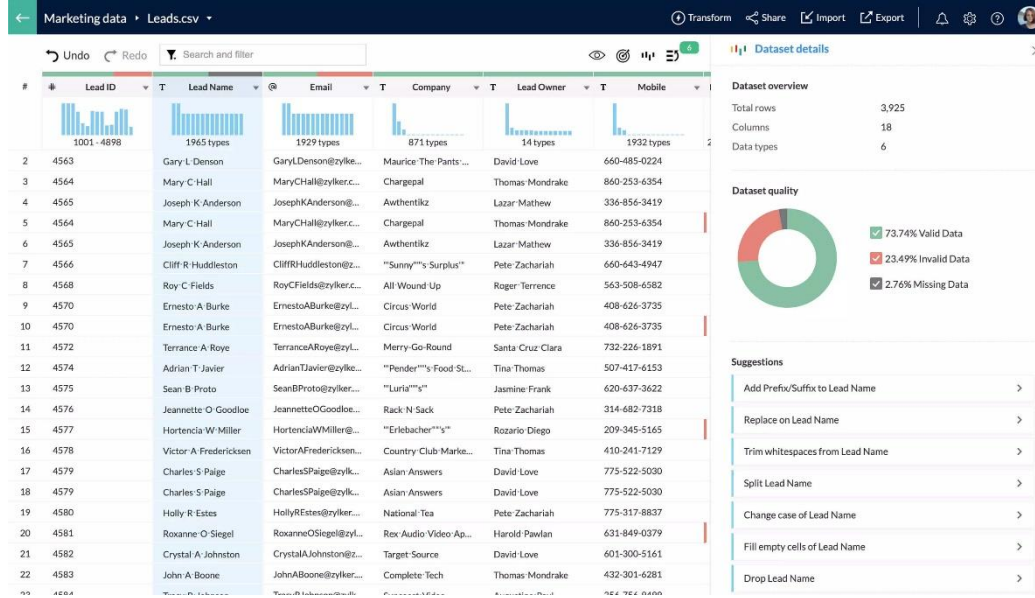


Zoho One İçerisinde Mevcut

All Contract Types (14) ▾	
NAME	STATUS
Non-Disclosure Agreement (NDA)	PUBLISHED
Employee Stock Purchase Plan	PUBLISHED
Executive Employment Agreement	PUBLISHED
Master Services Agreement	PUBLISHED
Software License Agreement	PUBLISHED
Data Sharing Agreement	PUBLISHED
Independent Contractor Agreement	PUBLISHED

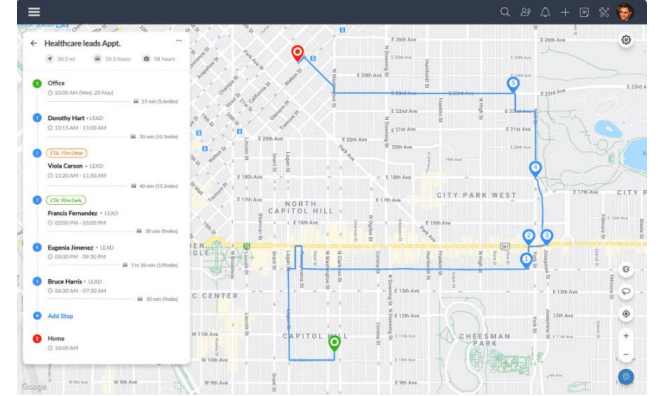
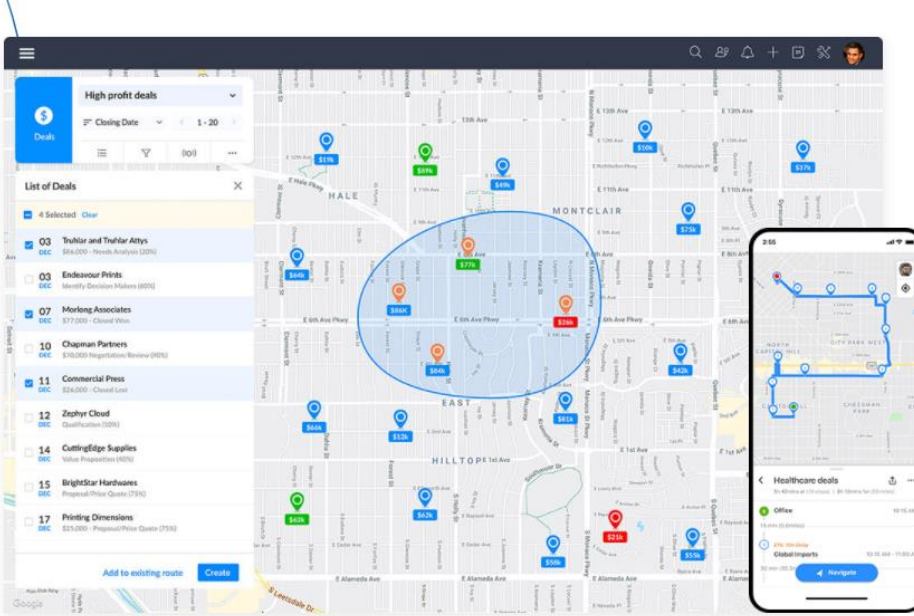


Yeni Uygulama - DataPrep



Zoho DataPrep üzerinden verilerinizi hızlıca düzenleyebilir, yönetebilir ve zenginleştirebilirsiniz.

Yeni CRM Eklenti Uygulaması - RoutelQ



Zoho RoutelQ uygulaması ile Zoho CRM üzerinden satış rotası yönetiminizi gerçekleştirebilirsiniz.

Yeni Ürün Paketi - Marketing Plus



Email marketing



Social media



Marketing automation



Surveys



Webinars



Website performance



Events



Unified analytics



Collateral management

Monthly ☒ Yearly

Starts at

\$25

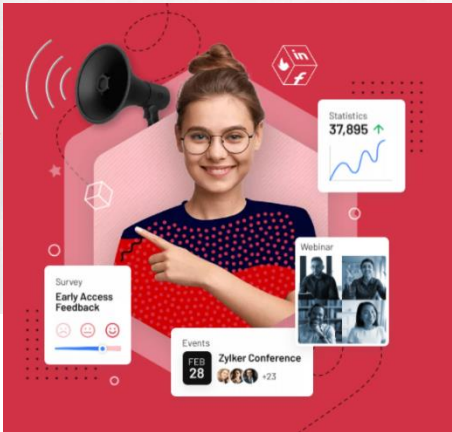
/month billed annually

ACCESS MARKETING PLUS



Marketing Plus

Unified marketing platform.



Survey Early Access Feedback

Statistics 37,895

Webinar

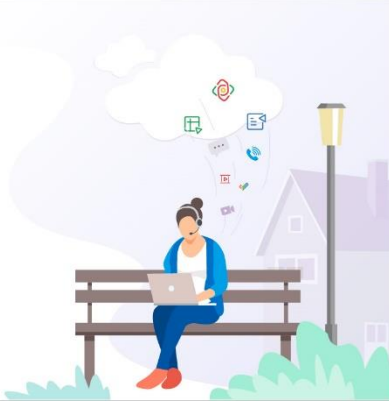
Events FEB 28 Zytker Conference +23



Yeni Ürün Paketi – Zoho Remotely

Introducing
Zoho Remotely

**Your Office Is
Where You Are**



Zoho Remotely, uzaktan çalışma uygulamalarının bir arada sunulduğu oldukça ekonomik bir ürün paketidir.

Apps part of the plan

STANDARD

\$3/User/Month billed annually

ACCESS REMOTELY

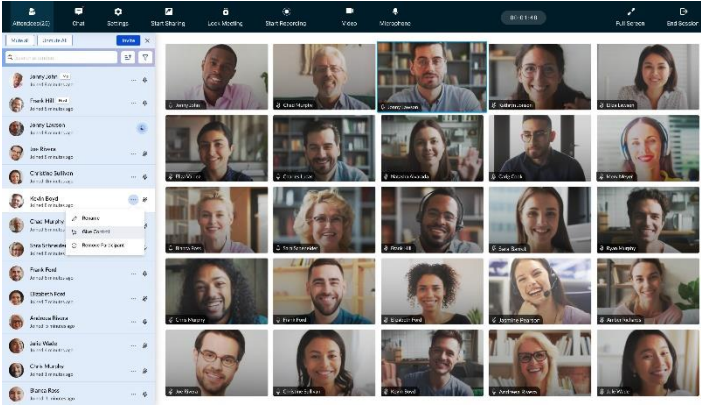
PROFESSIONAL

\$12.5/User/Month billed annually

ACCESS REMOTELY

Cliq	✓	✓
Workdrive	✓	✓
Meeting	✓	✓
Connect	✓	✓
Writer	✓	✓
Sheet	✓	✓
Show	✓	✓
Sprints	✗	✓
Lens	✗	✓
Assist	✗	✓

Online Toplantı ve Webinar Yönetimi : Zoho Meeting



Zoho Meeting uygulamasını arayüzü yenilendi ve altyapısı güçlendirildi.

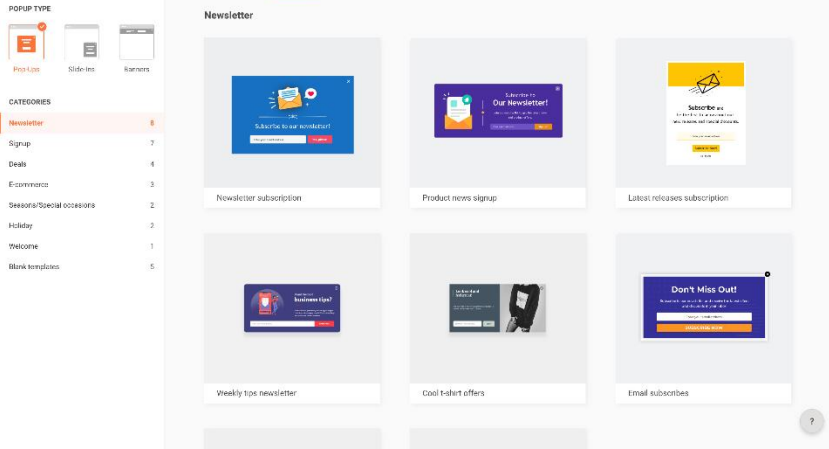


Webinar modülüne gelen YouTube canlı yayın özelliği

Zoho One (ve birçok farklı ürün paketi) İçerisinde Mevcut

Web Optimizasyon Uygulaması : Zoho Page Sense

Akıllı PopUp'lar



Push Bildirimler

Title

Zyker Summer Sale is Back!

Description

Pick any dress from our summer collections—flat 50% off! Limited offer!

Notification URL

<https://zykerfashions.com/>

Add UTM Parameters

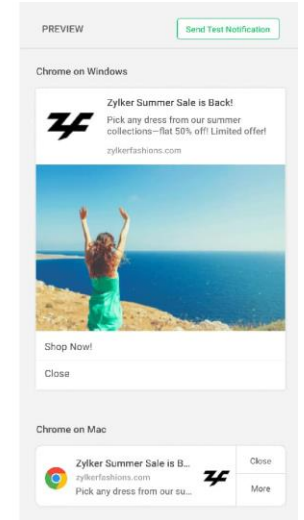
ICON

BANNER (optional)

Supported image formats: JPG, JPEG, PNG. Recommended file size: 192x192 px.

Supported image formats: JPG, JPEG, PNG. Recommended file size: 366x240 px.

BUTTONS ☒



Zoho One İçerisinde Mevcut

Web Optimizasyon Uygulaması : Zoho Page Sense

Ziyaretçi Anketleri

Choose Question

- ✓ Long Answers
- Short Answers
- Check Boxes
- Radio Buttons
- Net Promoter Score
- Request Email ID
- 1 - 5 Rating Scale
- 1 - 7 Rating Scale
- Star Rating
- Smiley Rating
- Logic Jump

Mandatory Question ☐ Encrypt Answer ☐

Share your feedback to help us serve you better!

Request Email ID

1 - 5 Rating Scale

1 - 7 Rating Scale

Star Rating

Smiley Rating

Logic Jump

Move To: Next

+ Add Question

Thank You Message

Preview

DESKTOP MOBILE

Share your feedback to help us serve you better!

Start typing here...

Submit

Powered by Zoho PageSense

Reset Preview

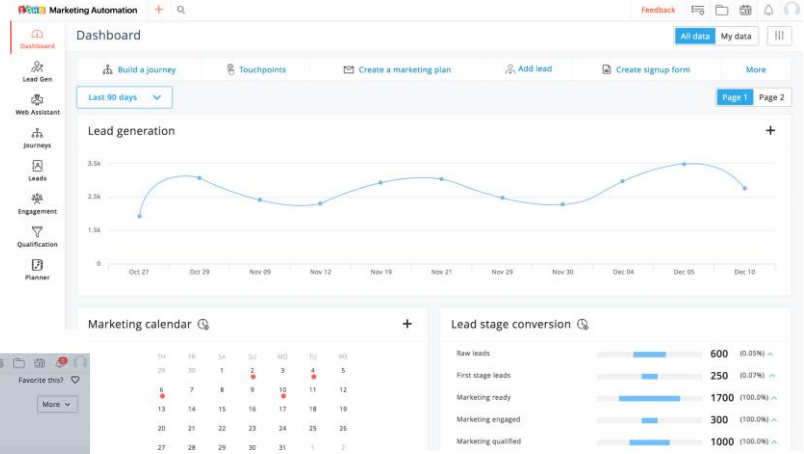
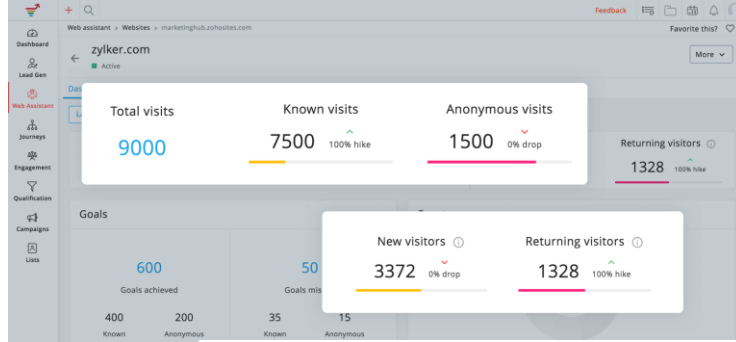
Gelişmiş Web Analitikleri

Primary Dimension: Channel Source Medium Device OS Other

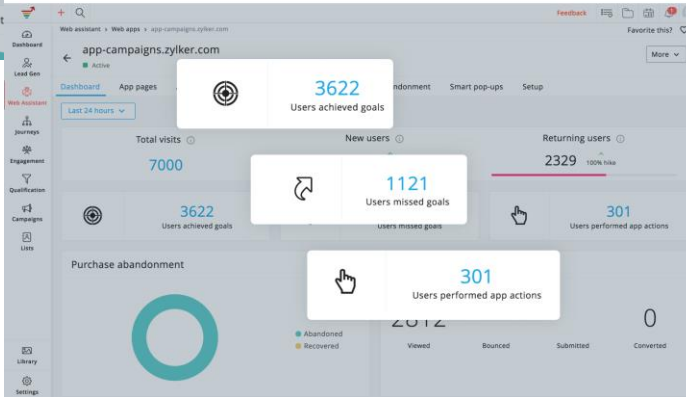
SOURCE	Sessions	Visitors	New Visitors	Bounce Rate	Pages per session	Average Session Duration	Goal All Goals	
							Goal Completion	Goal Completion Rate
	2,755,585	1,739,229	1,219,795	86%	1.27	10m 27s	618	0.02%
direct	1,976,019 71.71%	1,240,265 71.31%	940,850 77.13%	89.52%	1.18	11m 10s	549	0.03%
google	524,278 19.03%	348,501 20.04%	193,429 15.86%	79.62%	1.39	10m 15s	5	0%
www.zyiker.com	124,468 4.52%	106,511 6.12%	7,062 0.58%	66.19%	1.8	10m 38s	0	0%
bing	29,921 1.09%	20,009 1.15%	10,230 0.84%	81.26%	1.33	7m 50s	0	0%
Zyiker	13,823 0.50%	12,061 0.69%	9,527 0.78%	82.63%	1.32	11m 58s	0	0%
home.zyikerfashions.com	12,932 0.47%	10,167 0.58%	125 0.01%	76.54%	1.41	5m 55s	0	0%
yahoo	12,078 0.44%	7,645 0.44%	3,465 0.28%	84.18%	1.23	6m 30s	0	0%
duckduckgo	7,522 0.27%	5,674 0.33%	3,596 0.29%	78.88%	1.44	5m 26s	0	0%
zyikertrends.com	7,241 0.26%	5,510 0.32%	406 0.03%	75.03%	1.42	4m 20s	2	0.03%

Zoho One İçerisinde Mevcut

Zoho Marketing Automation

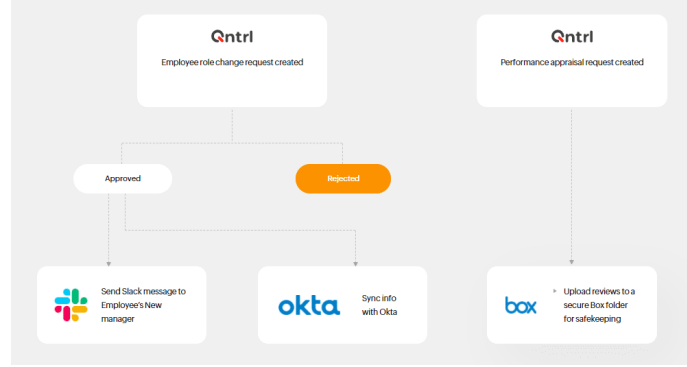
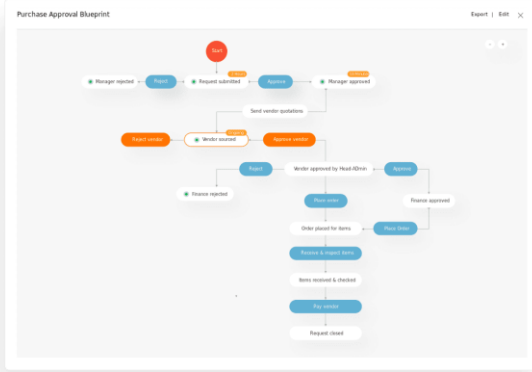


Zoho One (ve
birçok farklı
ürün paketi)
İçerisinde
Mevcut

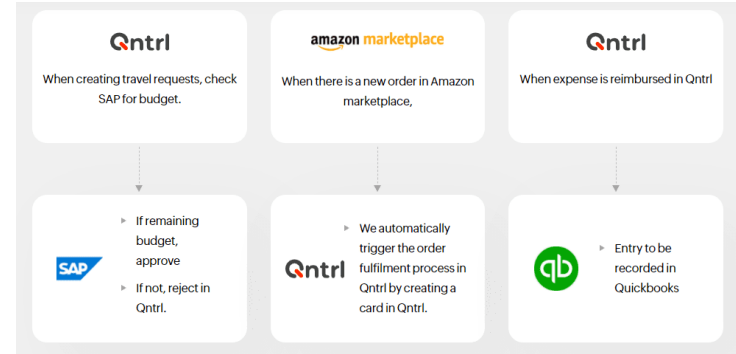
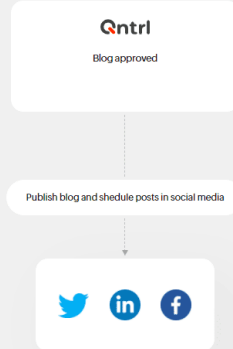
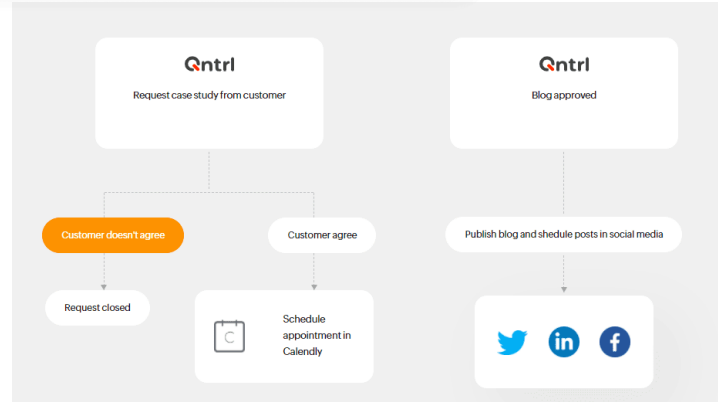


Zoho MarketingHub artık
Zoho Marketing Automation
altında yenilenmiş arayüzü ile
hizmetinizde

İleri Seviye Süreç Yönetimi Uygulaması : Qntrl

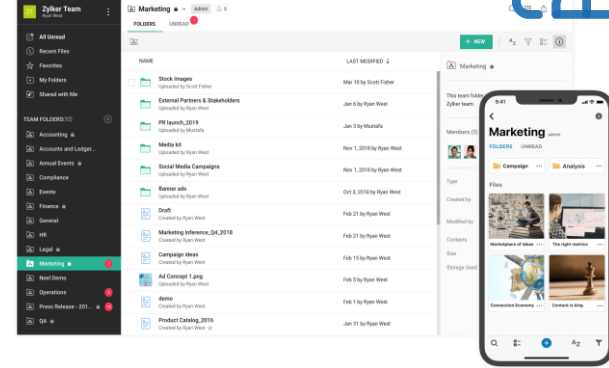
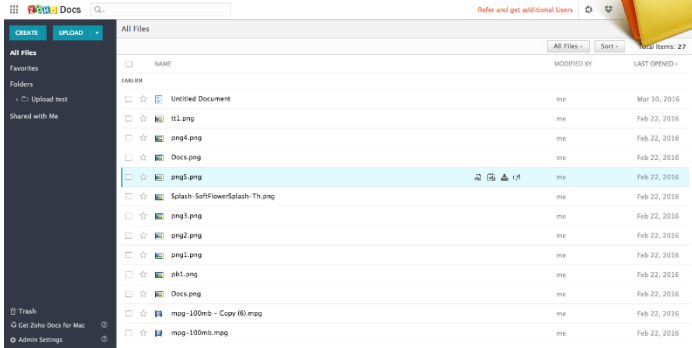


Zoho Orchestly uygulaması artık Qntrl adı altında yenilenen arayüzü ve özellikleri ile hizmetinizde.



Zoho Docs - WD

Zoho WorkDrive, hem masaüstü hem de mobil üzerinden online doküman yönetiminizi gerçekleştirmenizi sağlayan bir uygulamadır.



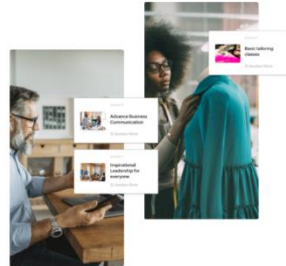
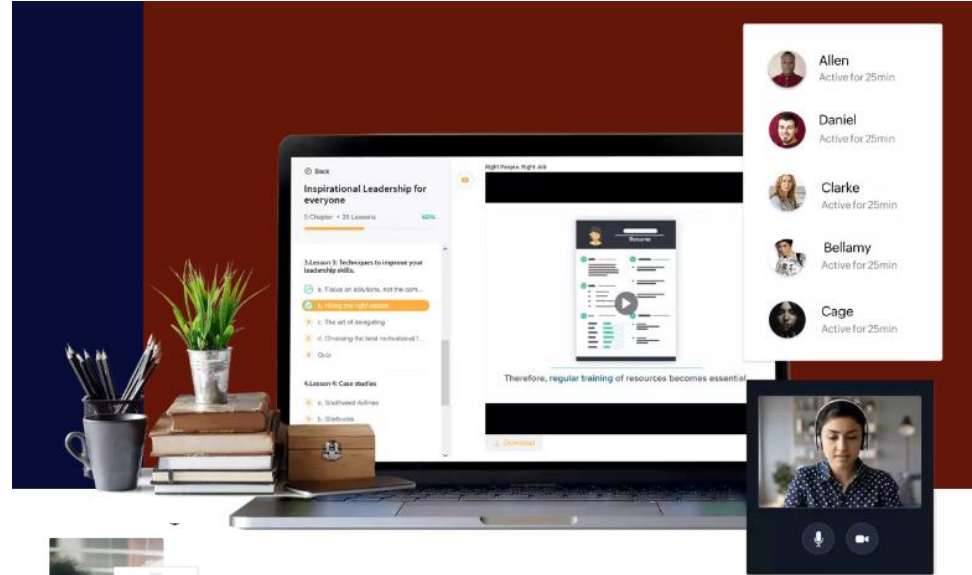
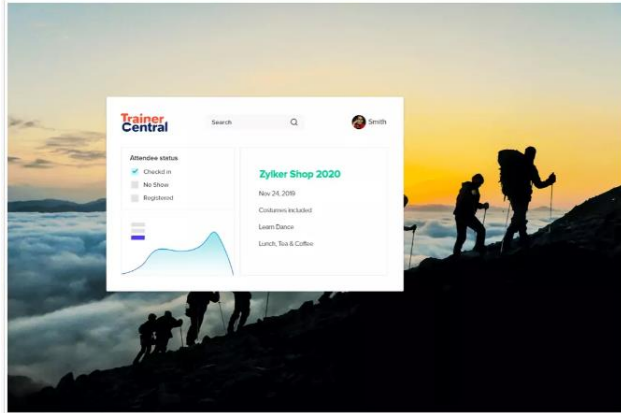
Ekim ayı itibariyle Zoho Docs uygulaması Zoho WorkDrive üzerine taşındı.

Zoho One (ve birçok farklı ürün paketi) içerisinde Mevcut

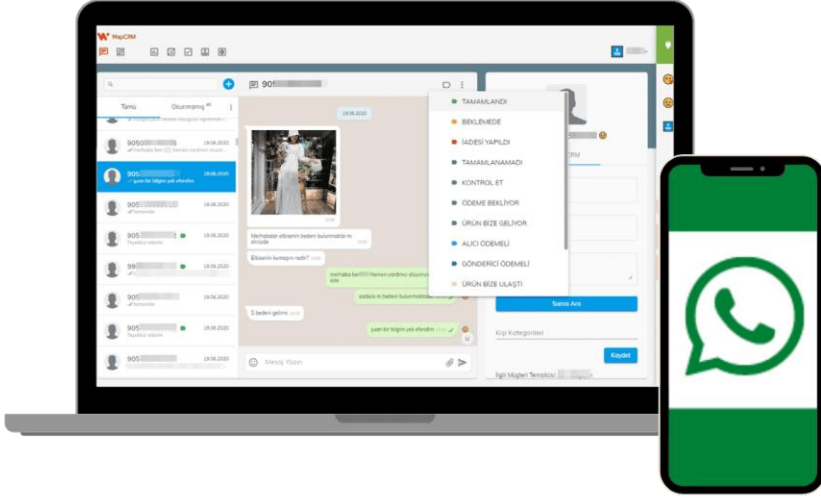


Bütünleşik E-Öğrenim Platformu : Trainer Central

Trainer Central



WhatsApp Entegrasyonu - Wappflex



Zoho CRM- WhatsApp Entegrasyonu
Wappflex çözümümüz üzerinde birçok
yenilik var. Günün ikinci seansında bu
özellikler üzerine konuşacağız...

Faydalı Sayfalar



Cloudyflex YouTube Kanalı & Webinarlarımız



Bilgilendirici Videolar İçin YouTube kanalımızı takip edebilirsiniz.



[Kanala gitmek için tıklayın.](#)

Cloudyflex YouTube Kanalı & Webinarlarımız

Kurumsal Satış Yapan Firmalar İçin Zoho CRM



Gayrimenkul Sektörü İçin Zoho CRM



Sağlık Sektörü İçin Zoho CRM



Zoho Uygulamaları ile Satış Sonrası Destek Perspektifi



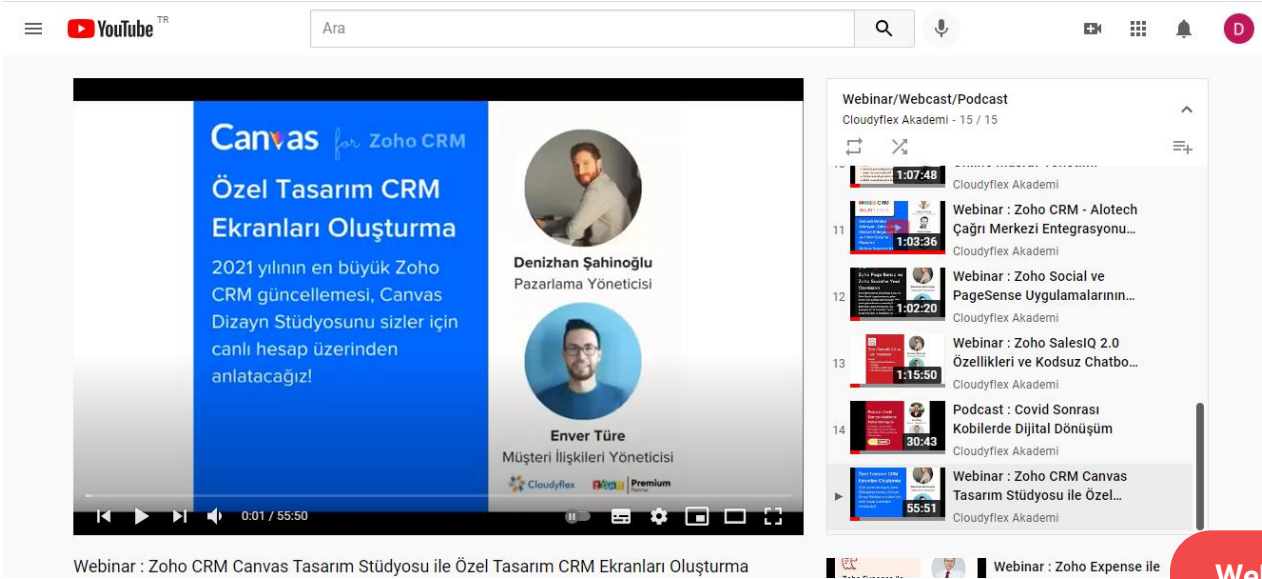
Zoho'nun Uzaktan Çalışma Uygulamaları



Zoho Uygulamaları ile Pazarlama Perspektifi

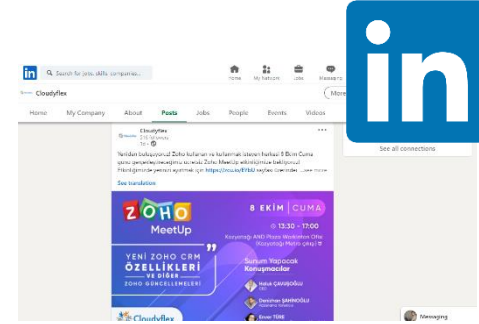


Cloudyflex YouTube Kanalı & Webinarlarımız



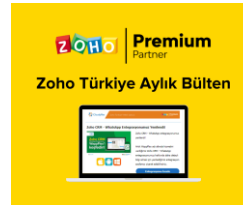
Webinar: Zoho CRM Canvas Tasarım Stüdyosu ile Özel Tasarım CRM Ekranları Oluşturma

[Sayfaya gitmek için tıklayın.](#)



Webinarlarımızı kaçırmamak adına LinkedIn sayfamızı takip etmeniz ve ücretsiz e-bültenimize abone olmanızı tavsiye ederiz.

[Ücretsiz Zoho bültenimize abone olmak için tıklayın.](#)



E-Kitaplar

CRM



Automate your sales processes with Zoho CRM
A large chunk of a sales rep's day goes into mundane tasks. Engage them in productive activities and improve your business' with our easy-to-use automation tools.

[Download](#)



Maintaining a clean CRM Database
Learn some effective ways to maintain a clean, organized, and valid data set in your CRM account and find out some proactive ways to get rid of duplicate records.

[Download](#)



Email - Zoho CRM for your business
Explore the various options for bringing together your email communication and customer data in one place. Learn the benefits of contextual information.

[Download](#)

E-Mail Marketing



Getting started with EMAIL MARKETING using CRM

[Read Now](#)



15 ways to GROW your MAILING LIST

[Read Now](#)



HOW TO GET SIGN-UP FORMS

[Read Now](#)



SIGNUP using AUTORESPONDER



CALENDAR using PROMOTIONS



HOW TO GET A VIDEO for EMAIL MARKETING

Web/Mobile Development



Getting started with Zoho Creator
Your complete guide to the basics of Creator.

[LEARN MORE](#)



Build a Vendor Selection app in 60 minutes
This ebook will help you create a Vendor Selection application from scratch covering the features and functionalities in Zoho Creator.

[LEARN MORE](#)



Relating Data with Lookup Fields
Learn to make your application more efficient and powerful by creating relationships among your business data.

[LEARN MORE](#)

WebChat



Live Chat Playback
Setting your Live Chat Operators on Autopilot

[Read Now](#)



How to pick the best live chat software-2019
Discover the best live chat software for your business.

[Read Now](#)

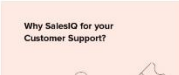


A Guide to Using Live Chat to Grow Your Business

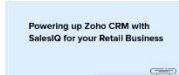
[Read Now](#)



Supercharge your website with SalesIQ



Why SalesIQ for your Customer Support?



Powering up Zoho CRM with SalesIQ for your Retail Business

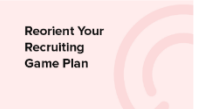
İK İşe Alım Süreçleri



Everything Recruiters Need To Know About GDPR

GDPR Readiness
EU's GDPR will change data handling forever. Learn the best practices to stay compliant under Europe's new data privacy law.

[LEARN MORE](#)



Reorient Your Recruiting Game Plan

Recruiting metrics for better hiring strategies
The changing recruitment landscape calls for recruiters to re-visit their hiring strategies and update recruiting metrics to be in sync with the market. See if your measuring your recruitment success with the right metrics.

[LEARN MORE](#)



Recruiter's Guide 5 Key Steps To Write The Best Job Advert

On writing job adverts that actually work
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The operating system for business. A revolutionary all-in-one suite to run your entire business.
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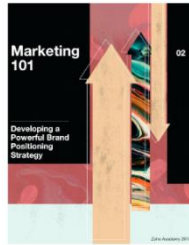
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The art of software

Good products come from good craftsmanship. They come from careful attention to design, from endless rounds of refinement, and from iteration. But none of those things come easily.



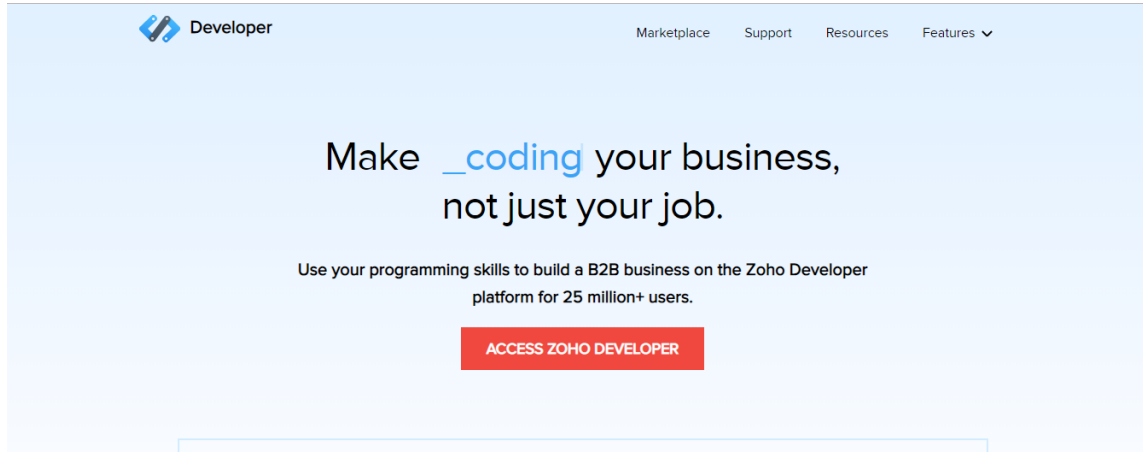
SOFTWARE

Zoho One brings an Operating System for business

Zoho One has been a vision more than ten years in the making. It provided the logic for the panoply of business apps we've been

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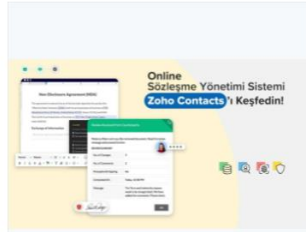
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Cloudyflex Blog



Online Sözleşme Yönetimi Sistemi: Zoho Contracts'ı Keşfedin!

Her geçen gün teknolojinin etkisi rekabet ortamında çok daha belirgin hale geliyor. Özellikle son yıllarda, doğru teknolojileri kullanmayan işletmeler, iş süreçlerini



Chatbot Marketing ile Kazanacağınız 5 Avantaj!

Günümüzde gelişen teknoloji her departmanın iş yapış biçimini değiştirmeye devam ediyor. Pazarlama departmanı söz konusu olduğunda ise birçok alternatifle karşılaşabiliyoruz. Rekabet ortamının gün geçtikçe daha zorlu

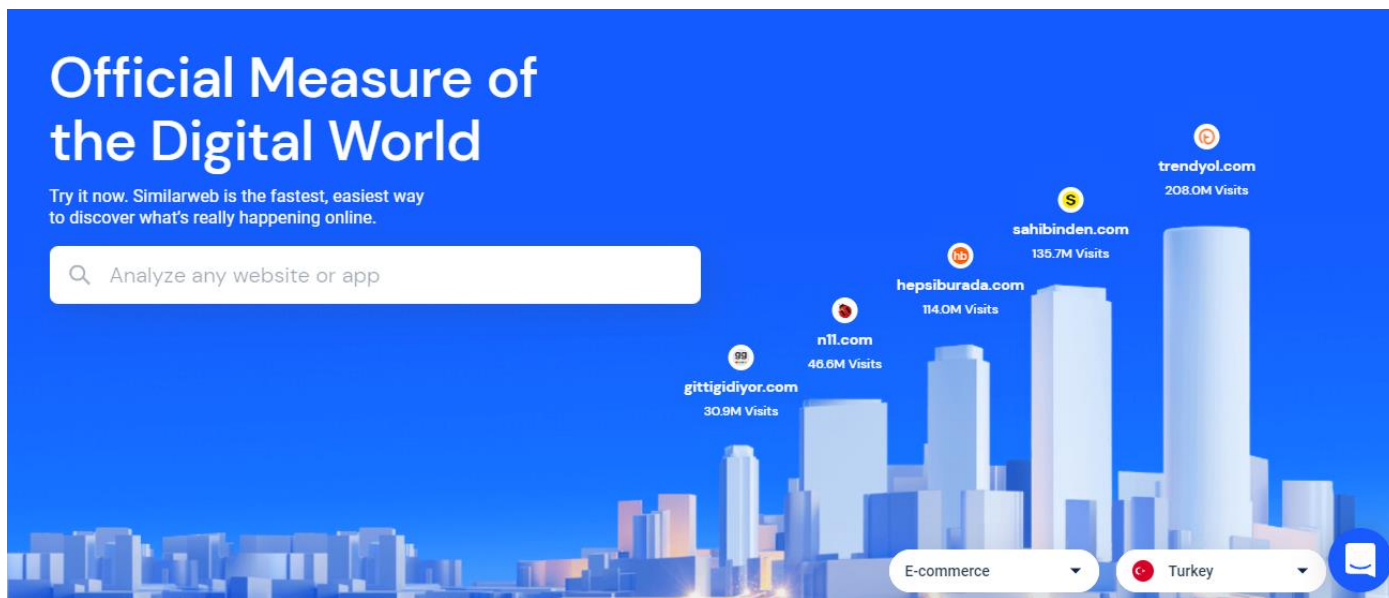
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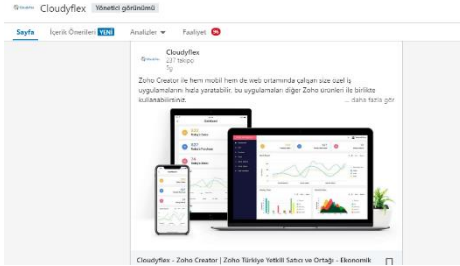
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- ◆ Giriş Sunumu ve Tanışma
- ◆ Zoho CRM Canvas Stüdyosu ve Zoho CRM'e Gelen Yeni Özellikler
- ◆ Zoho CRM WhatsApp Entegrasyonu – Wappflex
- ◆ Zoho SalesIQ 2.0 Güncellemeleri ve Kodsuz Chatbot Geliştirme Arayüzü