BlueCamroo Release Notes 7.1.0

July 17th, 2018

What's New in BlueCamroo?

Our previous release was our New User Interface. In it we focused on making BlueCamroo a more intuitive platform to use. In this release we focused on Sales Dashboards, making BlueCamroo not only more powerful for Sales Teams giving a centralized point of information.

Key:

⭐ New Feature   🔄 Change to Existing Feature

⚙️ Setup Instructions

⭐ Sales Dashboards

Every business is powered by sales, there's no way around that. A sales dashboard gives your sales team one place where they can oversee their sales performance.

With the addition of the Sales Dashboard, administrators can now assign the roles of Sales Manager and Salesperson. Each will have their own dashboard but the Sales Manager can set Sales Quota and Bonuses from their own dashboard.

⭐ Sales Manager Dashboard

A Sales Manager is concerned that his team is performing at a high level, that they can track their performance not only as individuals but as a team. The Sales Manager Dashboard tracks the performance of the Sales team.
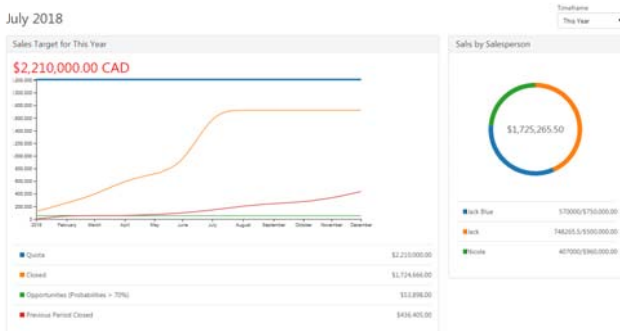
The dashboard also breaks down each individual team member's performance. Inside the Team Member Reports Managers will see a more detailed breakdown of the numbers, as well as being able to set a 2 stage sales bonuses.

⭐ Salesperson Dashboard

A salesperson's concerns are their leads, their quota and they're next steps. In their dashboard they will have an overview report of how they are performing compared to their quota and to the previous period.


The main tab of the Salesperson Dashboard has a funnel of the leads they own, broken down by Lead Status. They can break down their information by the current Month, Quarter or Year. They also have a list of most recent Leads, Opportunities, Sales Quotes, and their latest Tasks.

The Sales Dashboard also provides sales people a tab where they can create and submit their expense reports. While that functionality has always existed in BlueCamroo it's now accessible from the dashboard.

The final tab shows the full list of leads the salesperson owns.

⭐ BlueCamroo in Español or Français

You are now able to operate your own BlueCamroo workspace in English, Spanish or French. To update your workspace you navigate to the Setup Area ⚙️. Once there go to the **Personal Setup > Personal Information** section and scroll to the bottom. You will see a box titles Regional Settings.
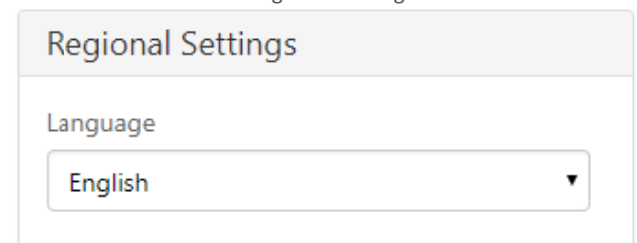
Once you've selected your Language you will have to log out and log back in for the change to occur. The system will be in your new language except for Look Up Values, which need to be updated manually by an Admin.

We hope you find these new features helpful. If you have any questions about implementing them, or if you have any suggestions or comments, please send an email to support@bluecamroo.com. We'll be glad to help!

The BlueCamroo Team