## Phase 3 of Major Sales Update:
## Queue, Slack Integration Update, and more...

This is the third in a series of updates that are focused mainly to the Sales Extension, yet some of the features are made available to other extensions, including CRM Free. Our aim with this release is to make using BlueCamroo more efficient, so Users can simply move on to their next assignment faster and get more done with less clicks. With that in mind we are introducing the Queue and have updated our Slack Integration.

**Key**

⭐ **New Feature**

🔄 **Change to Existing Feature**

⚙️ **Setup Instructions**

### ⭐ Queue – Available for Paid Extensions

If you've ever needed to go through a list of anything in BlueCamroo and add updates or log calls you're usually end up going back to the list a lot, or you end up with way too many tabs. To make working with BlueCamroo more efficient we have created Queues, which will allow users to take a View and turn it into an actionable list of records. The User will be taken through the records one-by-one, where they can make an update or log a call, and then move on to the next record automatically.
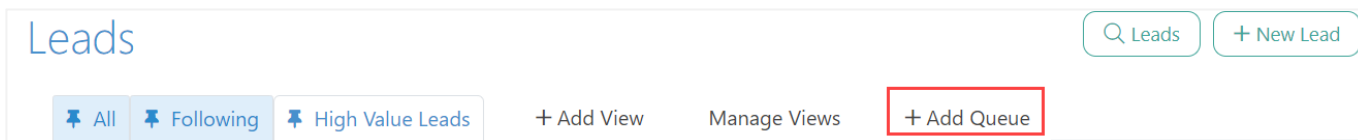


To create a Queue, you simply need to navigate to the View you want to work on, add any necessary filters, and click on the ➕ Add Queue button. This will take the selected records and create a list that will appear in the top bar.

BlueCamroo will navigate to the first record on the list and once you have updated it you can click on ✅ Complete, which will mark the record on the list with a green checkmark ✅ and move on to the next record. Or if you need to come back to the record later it you can click ⏭️ Skip, and it will move on to the next record without marking it complete.

We've also added an "Automatically Dial the Default Contact" option so the Log Call screen system automatically opens as soon as you move onto the next record. Think of it as a Call List.

The Queue will remain in your workspace until it is cleared, or you log out.
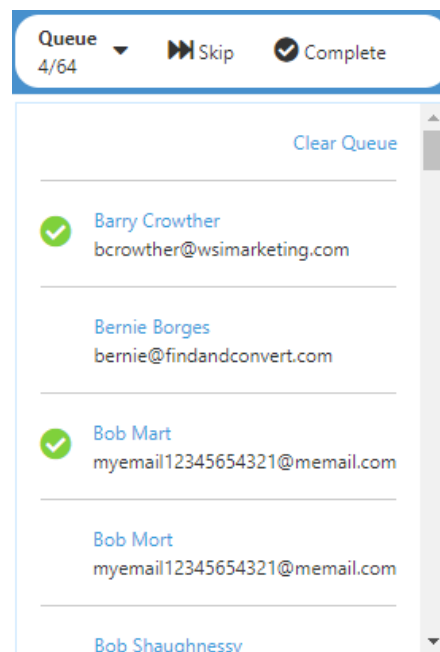
## ◐ Slack Integration

Earlier this year Slack opened up its API to increased and we were able to expand our integration. We have added a shortcut on Slack that will allow you to add a BlueCamroo To Do item directly from Slack. Just type in "/bctodo", followed by To Do's Name, which then will be added to your BlueCamroo workspace under the To Dos in a new list called Slack.

Since BlueCamroo To Dos can be converted to Tasks you and you team can quickly escalate the To Dos to add more details, add attachments, set reminders, assign the tasks to other team members, and more.

With the enhanced Slack integration you will also be able to see relevant details whenever a BlueCamroo record link is shared on Slack. Whether you share a link to a Contact, Lead, Customer, Supplier, Opportunity, Sales Order, Project, or Case, you will see relevant data based on the type of record (see picture on right).



You will also be able to control how BlueCamroo notifications will appear in Slack and in which Slack Channel.
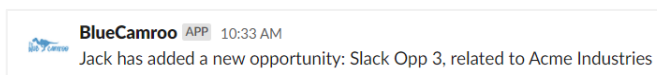


## ◐ Quality-of-Life Updates

In addition, we continue to make smaller adjustments to improve the quality-of-life inside BlueCamroo to make it more intuitive and easier to use, such as:

- Refining the Import process to make it easier to follow, and creating a mapping structure to import contacts from popular software faster.

- Updating the Record Unlocking process, making it easier and faster to unlock, and adjust status of the record.

We hope you will enjoy BlueCamroo 8.3.3, if you have any questions about this release, 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***