



Rapid CRM

Build quotes and proposals and manage follow-up in the same system you already use to schedule and run the work.

The work starts before there's a job on the schedule. But leads, quotes, and follow-ups often live across spreadsheets, texts, and someone's memory. Rapid CRM brings your sales process into the same system you already use to run your business, so your team can quote faster, stay on top of every opportunity, and hand off won work without anything getting lost.

Why Companies Love CRM

- ✓ **Stop recreating the same quote.**
Save common equipment, specs, and pricing into reusable quote packages so your team can build accurate proposals in minutes.
- ✓ **Keep quotes moving, even when the office is busy.**
Built-in approval workflows route quotes to the right people automatically, with delegation, so approvals don't sit waiting while competitors get their quote in first.
- ✓ **Forecast upcoming work with confidence.**
Track opportunities through every stage to plan ahead using metrics that matter to your business such as concrete volume, equipment needs or expected manpower.
- ✓ **Track progress toward your sales goals.**
Dual dashboards give managers real-time visibility into team performance and provide reps with a clear daily action list. See forecasted revenue against customer, quarterly, and annual goals.
- ✓ **No integrations, syncing, or double entry.**
CRM is built directly into RapidWorks, so won jobs flow naturally into operations. Dispatch already has the information they need, without someone retyping notes or making another phone call.

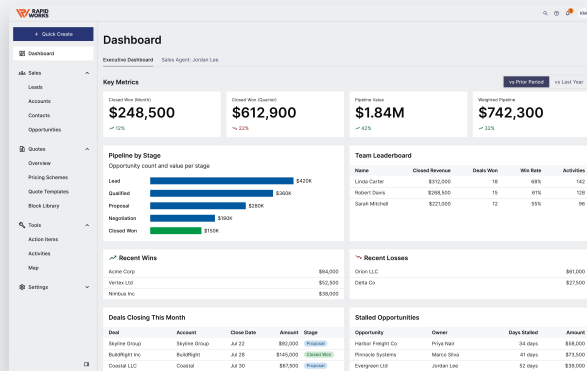
Getting Started is Easy

Talk to your RapidWorks contact or book a demo to see CRM running on a real operation.



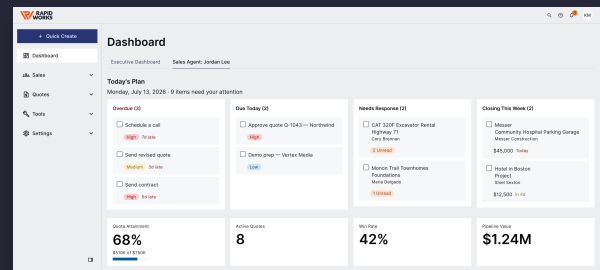
How It Works

Your sales team closes the job. Operations already knows what's coming. Owners know exactly what's in the pipeline. That's what an integrated CRM should do.



Scope the Job & Build the Quote 01

Build proposals quickly with saved pricing templates, customer price books, and prior pricing agreements. Auto-apply default or customer-specific pricing terms to ensure every proposal starts with accurate pricing.



Get the Quote out the Door 02

Need someone to review pricing? Send it through approvals, make changes if needed, and get the quote to the customer while the job is still hot. View notifications to ensure nothing is forgotten in someone's inbox.

Stay on Top of Every Opportunity 03

Every morning your team knows exactly who to call, which quotes need attention, and what's waiting on a customer. Managers can see everything that is in motion without chasing updates.

Win the Job & Hand It Off 04

When the customer approves the proposal, it becomes the job. Customer pricing, job details, and scope flow directly into dispatch and invoicing. No more retyping, phone calls, or wondering what was promised.

RapidWorks is a global leader in purpose-built tools for the heavy equipment services industry. From concrete pumping and hydrovac excavation to crane rental, waste management, and other heavy-service trades, RapidWorks helps contractors book jobs, dispatch crews, manage the field, and get paid faster with accuracy and speed. Its suite of solutions, including Rapid ERP, CRO, Visual Dispatch, and Rapid Fleet, combines deep industry expertise with a unified platform experience. Learn more at www.rapidworks.com.

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