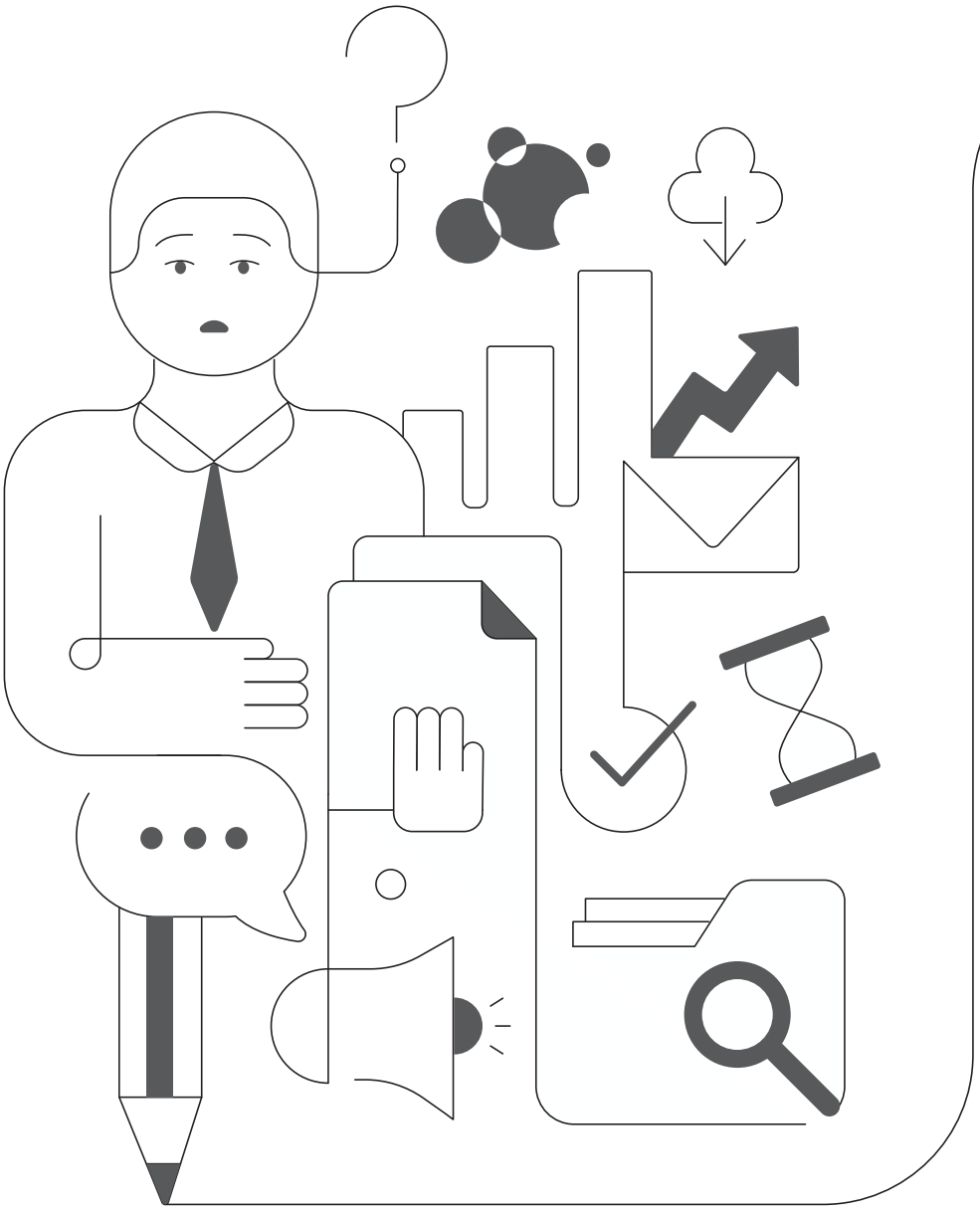
The ONE EDGE

Discover the benefits of adopting this transformative solution

ZOHO One

in a **Nutshell**



Problem Statement

Wonder what's keeping your business from growing to the next level?

Using outdated technology

Dealing with legacy systems is an ongoing challenge for many businesses. They're inflexible, immobile, complex, too expensive to maintain, and mostly managed by specialists. The truth is, most of the time you are better off with newer applications.

Using various business software

Do you have one application for finance, another for sales, a third for marketing, and so on? Why?

With separate apps for every part of your business, heaps of data get duplicated across platforms without making any sense. You're also spending a lot of time training your employees on multiple pieces of software.

Companies that don't have a core, unified solution miss out on the big picture: sales, marketing, finance, HR, and operations can "Work as One" to keep customers happy, surpass competition, and reap profits.

Introducing ZOHO One

Let's close the gap between where your business stands and where you want it to be!

Zoho One is an integrated suite of **45+ applications** with advanced enterprise-class capabilities that multiply the ROI for your business. Manage your sales, marketing, finance, human resources, operations, and much more with this easy-to-use, all-in-one solution.

Visionary suite. Built to sustain growth.

Empowering more than
12,000
organizations
worldwide

Replacing
Quickbooks, MS Office,
Tally, Google Apps,
Salesforce, and other
700+
business systems

Advanced solution addressing the needs of **CXOs, leaders, managers, and frontline employees** of all business functions.

A solution for every business size - **Start-up, mid-size, growing, and large businesses.**

Built to serve every industry better.

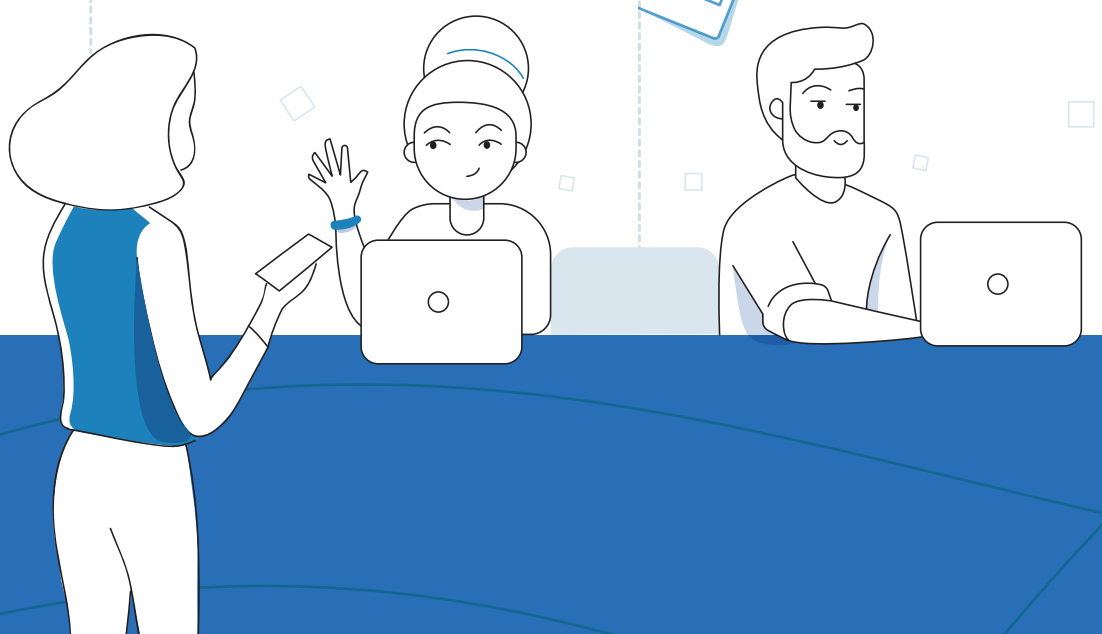
APPS FOR SALES

MOTIVATOR

Gamification software designed to motivate sales teams with dynamic dashboards, contests and trackable key sales metrics.

CONTACT MANAGER

Online contact management software that easily manages contacts, tasks, and deals.



SALESINBOX

An email client that aids your sales team by automatically prioritizing and organizing emails based on the deals that matter the most.

CRM

Multi-channel CRM for every business to close deals smarter, better and faster.

APPS FOR MARKETING

SITES

An intuitive drag and drop website builder that helps businesses build a strong online presence.

SALESIQ

Online live chat and website visitor tracking software that fuels business growth.

SOCIAL

A social media engagement software that lets businesses post content, interact with followers, and monitor conversations across social networks.

CAMPAIGNS

E-mail marketing software that helps businesses to drive more sales.

FORMS

Form building application that propels lead generation and customer engagement activities.

BACKSTAGE

End-to-end event management software that maximizes event participation and ROI.

PAGESENSE

A complete website testing tool that tracks key website metrics, analyzes visitor behavior and optimizes website conversions.

SURVEY

A professional survey builder that collects relevant data for customer satisfaction, feedback, business research, HR, and more.

APPS FOR FINANCE.

SUBSCRIPTION

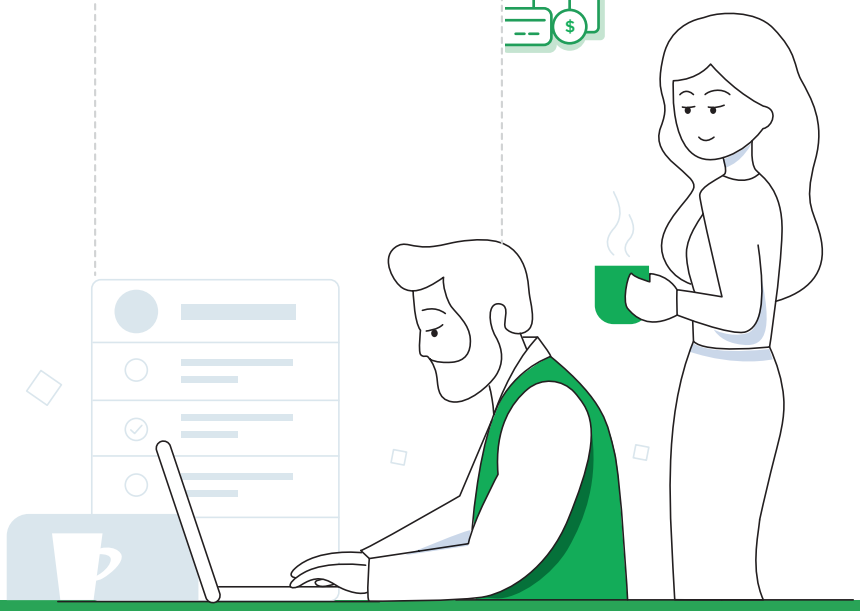
Recurring billing tool built to handle the entire customer subscription life cycle.

INVOICE

Invoicing app that helps businesses create professional invoices, and receive payments.

BOOKS

Smart accounting software that keeps your financial operations in order.



EXPENSE

Expense reporting software designed for businesses to automate expense report creation and approval, on the go.

INVENTORY

A centralized inventory management solution for distributed sales channels like retail stores, online shops, or marketplaces.

CHECKOUT

A solution for collecting one-time and recurring online payments through custom branded payment pages.

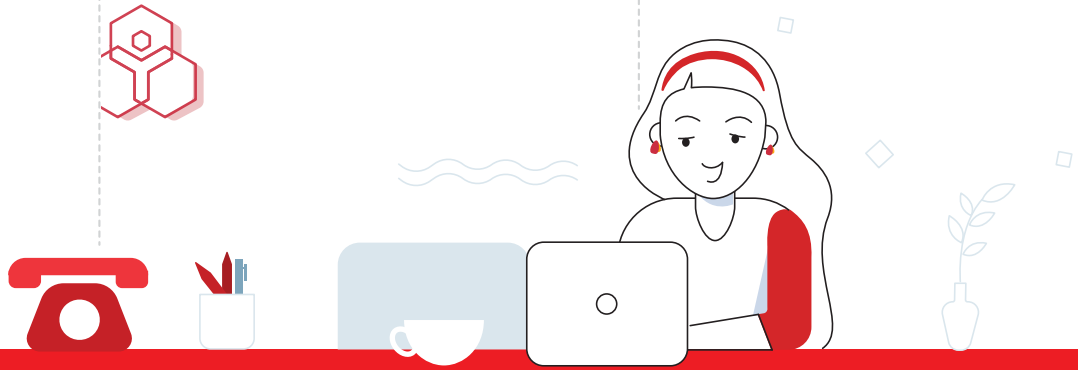
APPS FOR HUMAN RESOURCES

RECRUIT

A powerful recruiting software and cutting-edge applicant tracking system that helps recruiters pick the right employees quickly and easily.

PEOPLE

A Human Resource Management System that automates and simplifies HR operations from hire to retire.



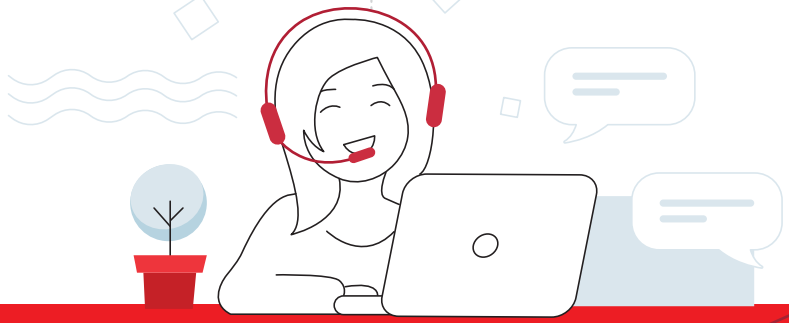
APPS FOR SUPPORT

ASSIST

Provide on-demand remote support to customers instantly, or access remote computers in unattended mode.

DESK

A context-aware support desk platform that helps businesses deliver top quality customer support to their clients.



APPS FOR
COLLABORATION

PROJECTS

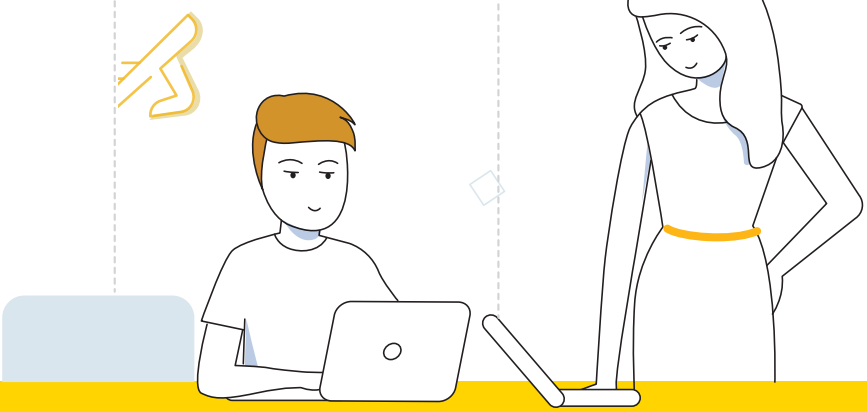
Project management tool to create and manage projects efficiently.

SPRINTS

Planning and tracking projects for agile teams.

CONNECT

Social networking app that allows people to connect with their colleagues, share ideas, and disseminate information.



SHOWTIME

Online training tool for employees, customers, agents and more.

MEETING

Next generation web conferencing solution that hosts meetings and webinars.

APPS FOR PRODUCTIVITY

WRITER

Efficient word processor and document editor that helps teams collaborate and ideate better.

SHEET

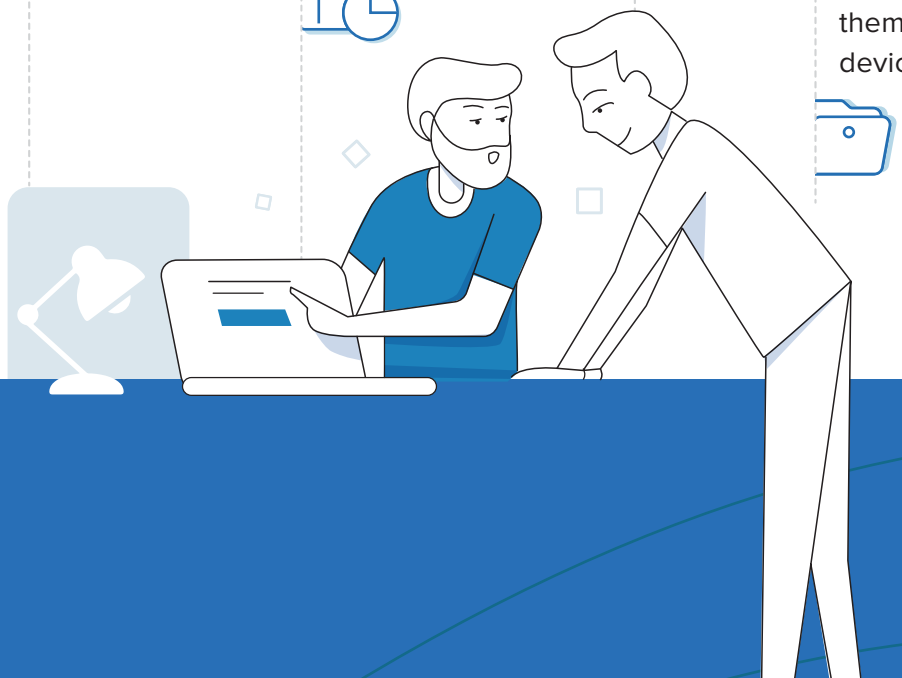
Collaborative spreadsheet application that lets businesses create, edit, and share spreadsheets on the web.

SHOW

Presentation software that lets businesses create, collaborate, publish, and broadcast presentations from any device.

DOCS

Online file management tool that stores files securely and syncs them across all devices.



SIGN

Robust digital signature app that provides an intuitive signing experience.

NOTEBOOK

Beautiful and simple note-taking app that works across devices.

VAULT

Online password manager that lets businesses securely store, share and manage passwords and other sensitive data.

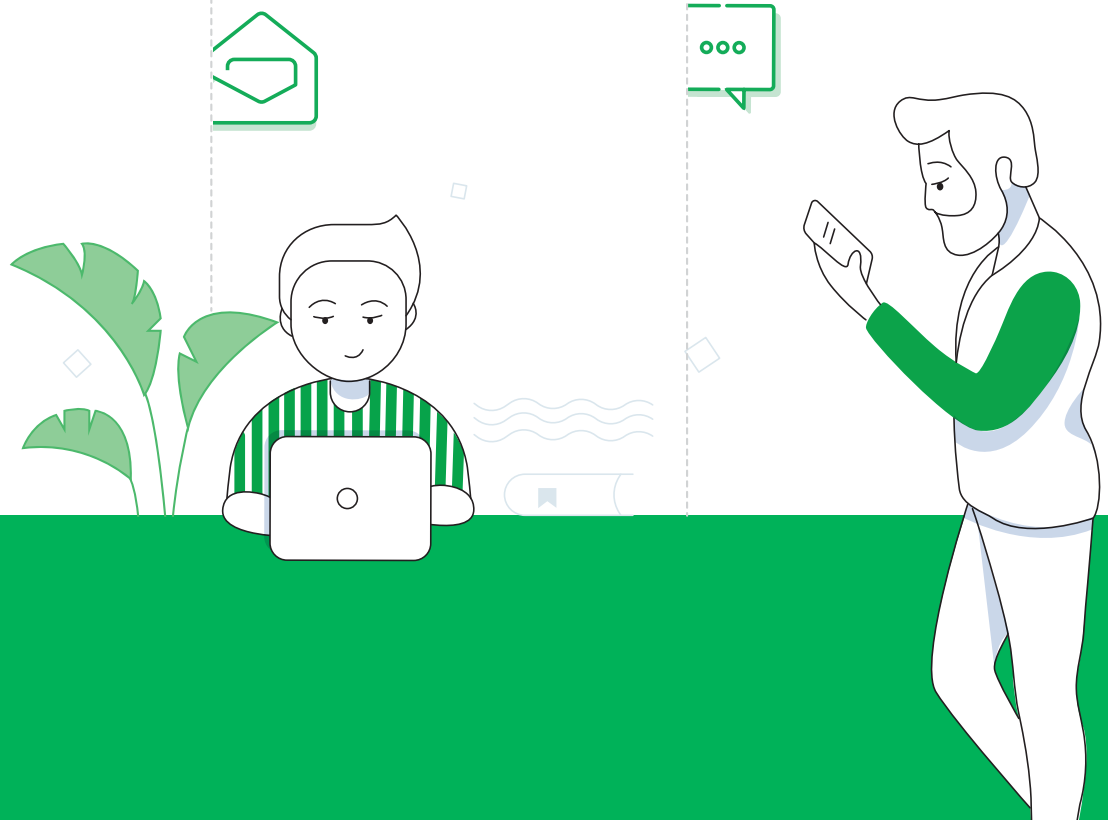
APPS FOR COMMUNICATION

MAIL

Futuristic, feature-rich, fast, and ad-free email service for businesses.

CLIQ

Quick and informal messaging application for better team communication.



APPS FOR

BUSINESS PROCESS MANAGEMENT

FLOW

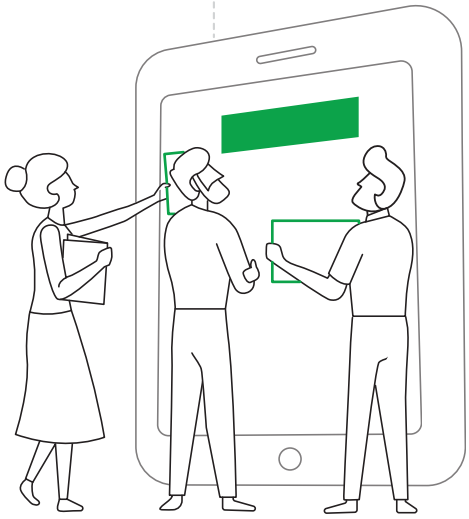
An integration platform that connects web applications and automates complex business workflows, effortlessly.

CREATOR

A low-code app development platform that lets businesses create and launch custom apps for their unique business needs.

ANALYTICS

Reporting and BI tool that converts business data into visually rich reports and dashboards to enhance decision-making.



Enterprise class features and capabilities

ANALYTICS FOR ZOHO ONE

With the Zoho One Analytics Dashboard tab, users can track KPIs and trends across business functions, including financial health, sales and marketing performance, and inventory counts, all from one place.

With over 500 pre-built reports and dashboards, plus the option to create your own, users will be able to blend data for cross-functional analytics right out of the box.

SAY HELLO TO ZIA

Zia, Zoho's AI-powered conversational assistant, is extended to Zoho One. Users can issue commands via text chat or voice across various applications.

Zia can extract real-time, contextual business insights from varied data sources, on command.

SIMPLIFYING USER SEARCH

Zia Search is a powerful method of navigating across company data. It can provide a quick, direct route to any form of information that your business keeps in the Zoho One suite.

Search across all apps to find anything you need, from documents and business data to colleague contact information. Then take contextual actions, like launching a presentation, assigning a help desk ticket, or starting a chat.

Zoho One now lets users view and configure apps enrolled to them by admins using the Zoho One mobile app launcher

ZOHO ONE MOBILE APP

Zoho One administrators can access and control Zoho One wherever or whenever it's convenient for them. The mobile app lets admins stay informed about their business, manage automatic user app provisioning and de-provisioning, view reports, formulate security policies, create groups, and more, from anywhere.

THE COMPASSIONATE CONCIERGE

Zoho One has more than 40 web apps and just as many for your mobile device. That's precisely why new users tend to feel overwhelmed. The Zoho Conceirge provides a human touch in the world of software. When you contact Zoho One's concierge service, one of our experts will make the effort to understand your business requirements and provide a solution using Zoho's range of apps.

What can you expect from Zoho One?

Zoho One brings major benefits to the table for businesses of all sizes

Startup

Growing businesses and SMBs

Mid-market and large businesses

Zoho One brings major benefits to the table for businesses of all sizes

STARTUP	Set up a business venture in minutes	More bang for your buck
	The suite scales with the business	
GROWING BUSINESSES AND SMBs	Streamlines operations	Eliminates redundancies
	Saves time on employee training	Combines operational, financial, and strategic insight
	Improves and automates workflows	Brings enterprise-class solutions to SMBs and growing businesses
	Forges deep connections with customers, suppliers, and employees.	
MID-MARKET AND LARGE BUSINESSES	Strong industry-specific functionalities	Helps businesses grow with easy-to-use, enterprise-class capabilities.
	Includes accurate real-time reporting and analytics	Integrates with 3rd party systems
	Provides high ROI, reduces expenditure, ensures value for time spent	

Zoho One enhances productivity across all business functions

- Sales
- Operations
- HR
- Finance
- Marketing
- Customer relations

Zoho One enhances productivity across all business functions

SALES

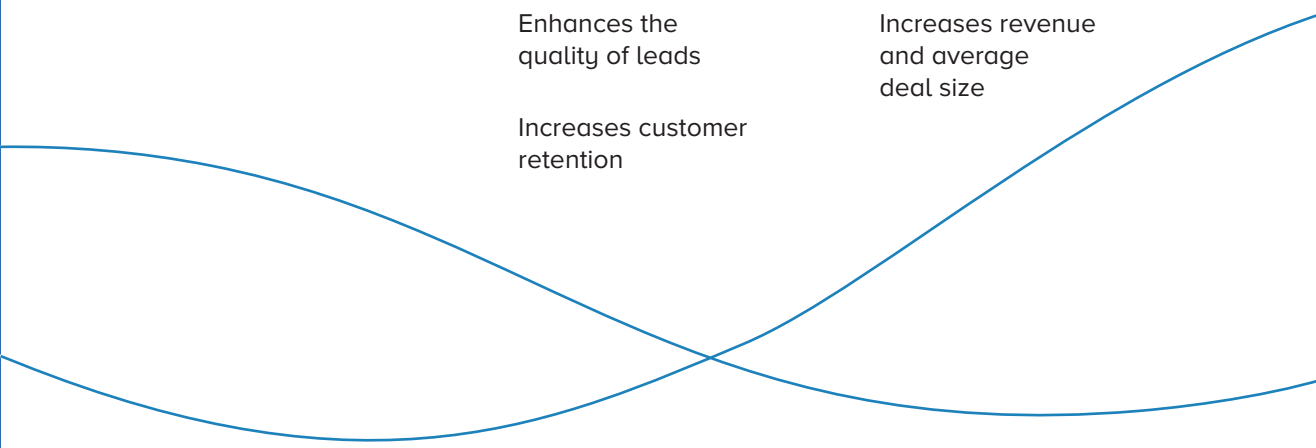
- Improves lead conversion rates
- Increases sales productivity
- Grows sales revenues
- Makes sales forecasting easy
- Provides consumer insights for smarter decisions

HR

- Reduces manual work
- Improves communication and engagement
- Instant access to HR data
- Modernizes employee management
- Strengthens teams and improves culture
- Increases Revenue Per Employee

MARKETING

- Ensures sales and marketing initiatives align
- Enhances the quality of leads
- Increases customer retention
- Provides insights for business development
- Increases revenue and average deal size



Zoho One enhances productivity across all business functions

OPERATIONS

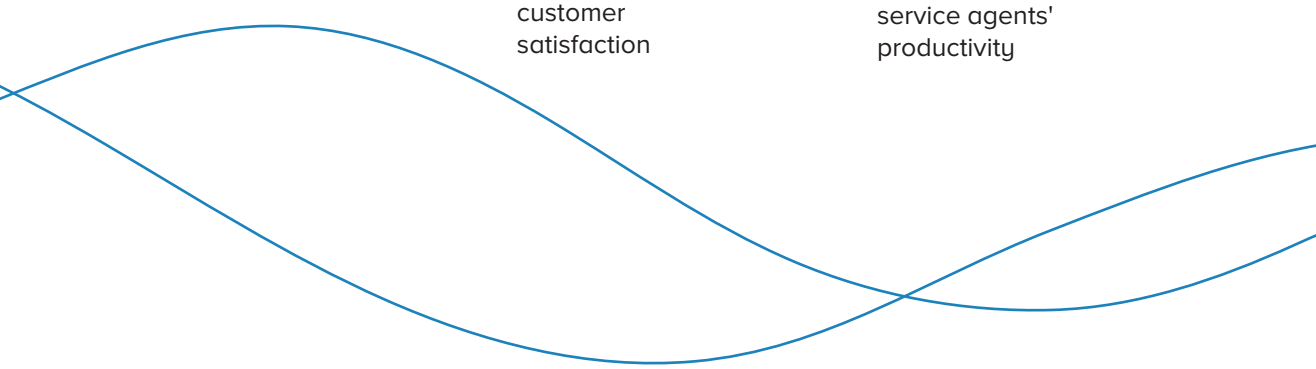
- Integrates smoothly with other platforms
- Helps you make better business decisions
- Speeds up reporting, analysis, and planning
- Increases speed of access to knowledge
- Makes it easy to keep track of projects
- Improves data quality
- Reduces time to market for products/services

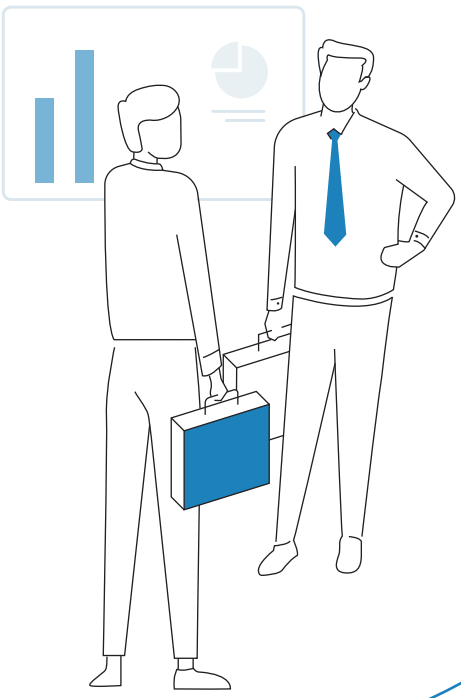
FINANCE

- Provides real-time cross-functional analysis
- Enables global expansion
- Improves risk assessment

CUSTOMER RELATIONS

- Helps cater to emerging demographics
- Prioritizes customer requests
- Increases customer satisfaction
- Increases customer service agents' productivity





Zoho One addresses the unique needs and issues of each business role

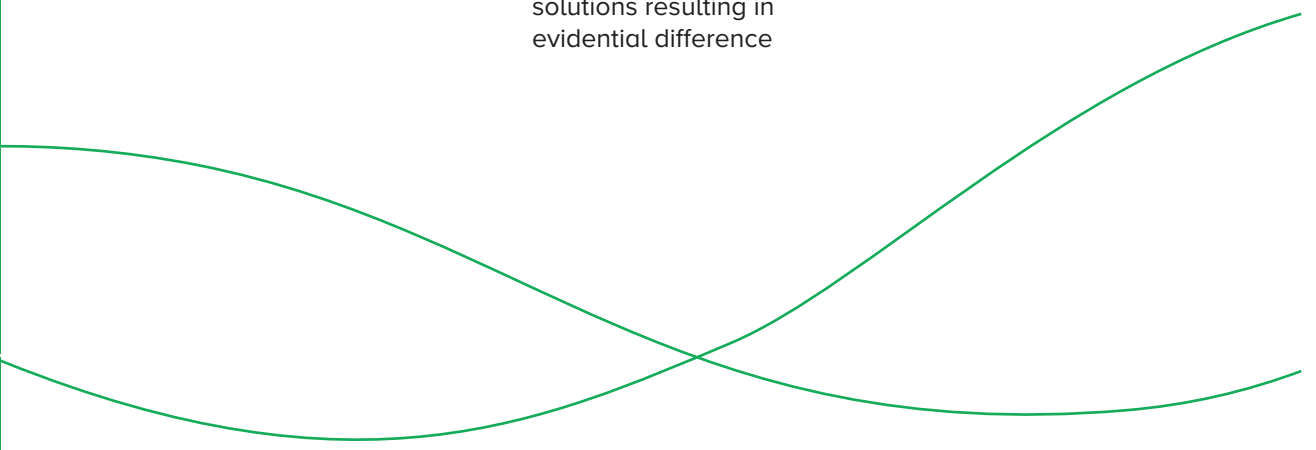
CXOs

Managers

Executives

Zoho One addresses the unique needs and issues of each business role

CXOs	A suite that's quick to set up effectively Maximizes results	Minimizes disruptions to business
MANAGERS	Enables easy user adoption Helps you strategize business objectives easily	Allows for processing efficiencies and revenue gains at departmental levels
EXECUTIVES	Allocate users with the right technological solutions resulting in evidential difference	



CUSTOMER SUCCESS STORIES

IIFL, a leading finance and investment services company in India touches a new high with Zoho One

"At IIFL, we have started using Zoho One, which includes their super-powered CRM, Email, Campaign Management, Survey, Social Media Management, Sales IQ, Creator, Internal Chat and HR products across various entities. Honestly, there is no better value that Zoho One can offer, especially at this low a cost! Zoho One does change the way businesses operate by offering a whole suite of apps that are not only tightly integrated with each other but also play well with third-party applications. These vast varieties of solutions are easy to configure and customize which in itself paves for an efficient cross-selling platform."

Niki Kushe

Group Head - CRM
India Infoline Finance Ltd

20k
Users

The Warehouse Group, New Zealand's largest retailer, experiences better control through Zoho One

“Having data on one platform has also streamlined how we service customers and has unleashed incredible energy within our company. Our response times have been reduced significantly by days, to where we are now able to resolve customer issues in real time. Zoho One is truly the Operating System for any business!”

Timothy Kasbe

Chief Information and Digital Officer
The Warehouse Group

15k
Users

Purolite, a manufacturing company, boosts productivity and performance through Zoho One

"Zoho One has brought our company closer together. What started out as a North American implementation for 50 users ended up being a global roll-out for more than 500 employees. We find ourselves executing more efficiently due to the shared data and analytics we now have across departments and offices. We'll continue to explore applications on Zoho One—this is just the beginning of further system expansion we can achieve as a Zoho customer."

Amanda Dolan
Head of CRM
Purolite

Apex Solar, a leading solar company, gains better visibility with Zoho One

"Zoho One makes information sharing across apps and channels seamless. We weren't able to accomplish that prior to using Zoho One due to disconnected platforms and the inability of individual vendors to keep up with our growing needs. Our business has been growing at a very fast pace with headcount increasing 20% just within the last year, and we look forward to supporting continued growth using Zoho One."

Ben Sopczyk
Director of Marketing
Apex Solar Power

500
Users

100
users

Discover how our customers are growing their businesses. Read their stories and find out why they love using Zoho One

EXPERTS OPINE ON ZOHO One

"Businesses are increasingly utilizing technology with more automated tasks, incorporation of data, analysis of information, and predictive outcomes and alternatives. Intelligent technology is enhancing business processes and bringing more employee insights at warp speed, enabling the enterprise to quickly bring forward more personalized responses. Zoho One provides a foundation for enterprise intelligence with its Zia, Dashboards, and Search capabilities across the Zoho One platform."

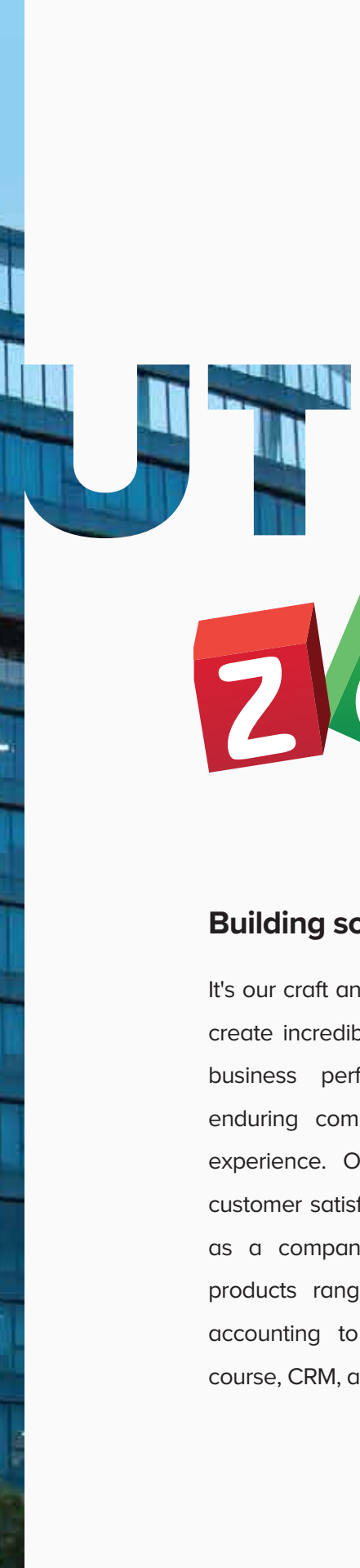
Mickey North Rizza
Program Vice President
Enterprise Applications and Digital Commerce at IDC

Find out what Industry Analysts and Experts are saying about Zoho One

“To already have more than 12,000 businesses using Zoho One within its first year, ranging from one to 20,000 users, proves the value proposition of Zoho's integrated platform appeals to companies of all sizes. With so many apps integrated together, Zoho One not only makes it easier for businesses to work more efficiently, but having this integrated data structure allows Zoho to leverage its AI and machine learning technologies to provide users a more diverse and complete data set. This has the potential to combine productivity gains with more impactful customer insights, giving businesses a competitive advantage.”

Brent Leary
Partner
CRM Essentials

ABO



UT

ZOHO

Building software on the Cloud

It's our craft and our passion. At Zoho, we create incredible software that enhances business performance. We have an enduring commitment to improve your experience. Our relentless devotion to customer satisfaction has helped us grow as a company, with a diverse set of products ranging from collaboration to accounting to sales analytics, and of course, CRM, and more than

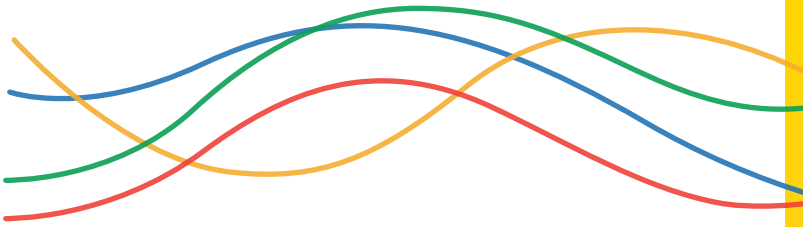
45M
users
across the world

AUTHOR

Rithika is a Brand and Marketing Strategist who helps businesses grow their professional brands. With strategy as her core skill, she has planned and executed marketing campaigns aimed at brand building and lead generation on a global scale. As typical for a technology aspirant, Rithika is passionate about innovative technologies like AI, ML, AR, and Blockchain. At Zoho, Rithika drives marketing and growth hack initiatives for Zoho One.

Rithika holds a B.S. (Hons) in Management & IT from the University of Madras. She has also been trained by the London Business School on Entrepreneurship and Brand Management. When she isn't actively marketing, she is mostly laying out plans on creative outreach strategies.

rithika.s@zohocorp.com



USA | Zoho Corporation, 4141 Hacienda Drive, Pleasanton, California 94588

INDIA | Zoho Corporation Pvt. Ltd., Estancia IT Park, Guduvanchery, Chennai 603 202

India: +91 (44) - 6744 7070
US: +1 877 834 4428

India toll-free - 1800-103-9646
US toll-free - 833-ZOHO-ONE