

ENFINITY CRM

Make the next sales conversation count.

For sales teams organizing opportunities, ownership and pipeline decisions.

CAPABILITIES IN THE CURRENT SOURCE

01

Opportunity records

Create and update opportunities with a dedicated pipeline service.

02

Sales stages

Move deals through proposal, negotiation and won or lost outcomes.

03

Ownership

Reassign opportunities and retrieve visibility-filtered opportunity lists.

04

Weighted forecasts

Use the weighted-forecast service to review pipeline expectations. Forecasts remain estimates, not promised revenue.

One product family. Distinct business responsibilities.

Source-reviewed capabilities, not a promise that every feature is enabled in every edition or deployment.

FROM CAPABILITY TO DAILY WORK

A practical workflow.

1 Create an opportunity

2 Develop the proposal

3 Negotiate and decide

4 Review the pipeline

WHERE THIS PRODUCT FITS

CRM manages sales activity. Customer synchronization and downstream delivery handovers depend on configured integrations and should be demonstrated before commitment.

AVAILABILITY AND REVIEW

The capabilities described here have implementation evidence in the local Nova source reviewed on 5 September 2026. This is not a live deployment test, security certification or country-compliance sign-off. Confirm edition, configuration and acceptance criteria with the product team. Planned capabilities are excluded from the feature list.

SOURCE BASIS

Pipeline / OpportunityService.cs

Pipeline / LeadService.cs

Nova working-tree implementation. Legacy v84 PDFs were not used. Detailed file provenance accompanies this brochure collection.