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# Lotus Notes Applications Development Solving Business Problems

**Duane E. Sharp**



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**Building Intranets with Lotus Notes and Domino 5.0** Steve Krantz,2000 Lotus Notes has long been the leading groupware product used by companies wanting to improve internal communications and streamline business processes This guide to building an intranet covers the process from its fundamentals to its final implementation based on Domino 5 0 the component that brought Lotus Notes into the Internet age and made it a natural choice for the foundation of an internal office network Explained are the differences between the Internet and an intranet and how Lotus Notes and Domino work Businesses can then analyze their needs and use a step by step process to plan design and create a personalized intranet

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**Customer Relationship Management Systems Handbook** Duane E. Sharp, 2002-07-19 This handbook provides a detailed description and analysis of the concepts processes and technologies used in the development and implementation of an effective customer relationship CRM strategy It takes readers through the evolution of CRM from its early beginning to today's sophisticated data warehouse based systems Illustrations enhance the textual presentation Case studies provide insight and lessons to be learned and describe the benefits of successful CRM implementations The chapter on privacy issues covers the processes companies use to ensure the privacy of their customer data the last chapter explores the benefits of a well conceived CRM strategy

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