



Grandstream Networks, Inc.

UCM6xxx IP PBX Series

ACT! CRM Integration Guide



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SUPPORTED DEVICES

The following table shows the UCM6xxx series supporting ACT! CRM integration:

Table 1: Supported Devices

Model	Supported	Firmware
UCM620x	Yes	1.0.19.21 or higher
UCM6510	Yes	1.0.19.21 or higher
UCM630x	Yes	1.0.2.25 or higher

INTRODUCTION

Customer relationship management (CRM) is a set of practices, strategies and technologies that companies use to manage and analyze customer interactions and data throughout the customer lifecycle, with the goal of improving business relationships with customers.

The UCM6XXX series can be integrated with different CRMs including ACT! CRM allowing users to get full information about their contacts and save call information details to specific table history for further usage.

This guide contains a step-by-step configuration needed to set up ACT! CRM with the UCM6XXX.

ACT! CRM CONFIGURATION

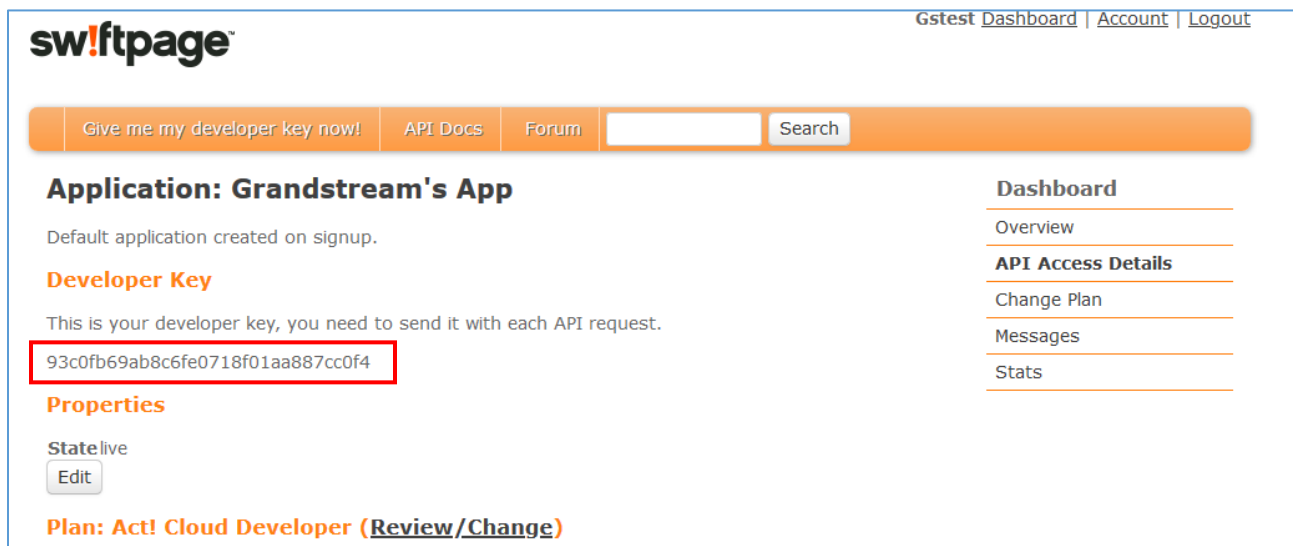
To integrate ACT! CRM with UCM6XXX, we need firstly to respect the following 2 main steps:

1. **Generate Developer Key**
2. **Generate API Key**

Generate Developer Key

To generate Developer key, do the following:

1. Enter <https://actcloud.3scale.net/> into your browser address field.
2. Create an account.
3. Log in using the account created and click on **Give me my developer key now!** and a developer key will be generated as shown in the figure below



The screenshot shows the 'sw!ftpage' dashboard for 'Grandstream's App'. The developer key is highlighted in a red box. The key is: 93c0fb69ab8c6fe0718f01aa887cc0f4.

Figure 1: Developer Key

Note: In our example, the Developer Key generated is 93c0fb69ab8c6fe0718f01aa887cc0f4

Generate API Key

To acquire the API key, please follow the steps below:

1. Log into your ACT! 365 account at <https://app.act365.com>
2. Navigate to **Profile → Apps&Integrations** and look at the API Key field. If no key is found, click on the **Regenerate API Key** button to create one. This is the API key that will be used.



act! 365

- Account
- My Profile
- Plans & Billing - *New!*
- Security
- Preferences
- Apps & Integrations**
- Emarketing
- Sending Domain

Apps & Integrations

Connected Accounts:

Connections to Facebook will allow you to associate profile pictures from this network with your contacts. These connections currently do not import contacts, they are for images only.

Gmail connection allows you to import your Google contacts seamlessly.

Facebook Gmail

API Key:

Your API (Application Programming Interface) token grants third party applications access to your account. This can be used to connect to a variety of web services. Note that an API key grants full control access to your account and the content in your account. Use of this key may compromise your accounts security and should be used only with integrations you fully trust.

bJCL9bPg63u4yQgn0raHYI0y3HxU1yF-9ndBtZVHAtk

If you regenerate this key any existing connected applications will fail to work until you update it.

[Regenerate API Key](#)

[Getting Started](#)

Figure 2: API Key

Note: The API Key generated in our example is bJCL9bPg63u4yQgn0raHYI0y3HxU1yF-9ndBtZVHAtk



UCM6XXX CONFIGURATION

To configure UCM6xxx with ACT! CRM, two steps are required

1. **Admin Configuration.**
2. **User Configuration.**

Admin Configuration

This step is required to configure and integrate the UCM6xxx with ACT! CRM so that it will apply to all UCM6XXX users that will be start using the ACT! CRM accounts.

ACT! CRM configuration page can be accessed using the admin credentials and navigate **Web GUI→Value-Added Features→CRM.**

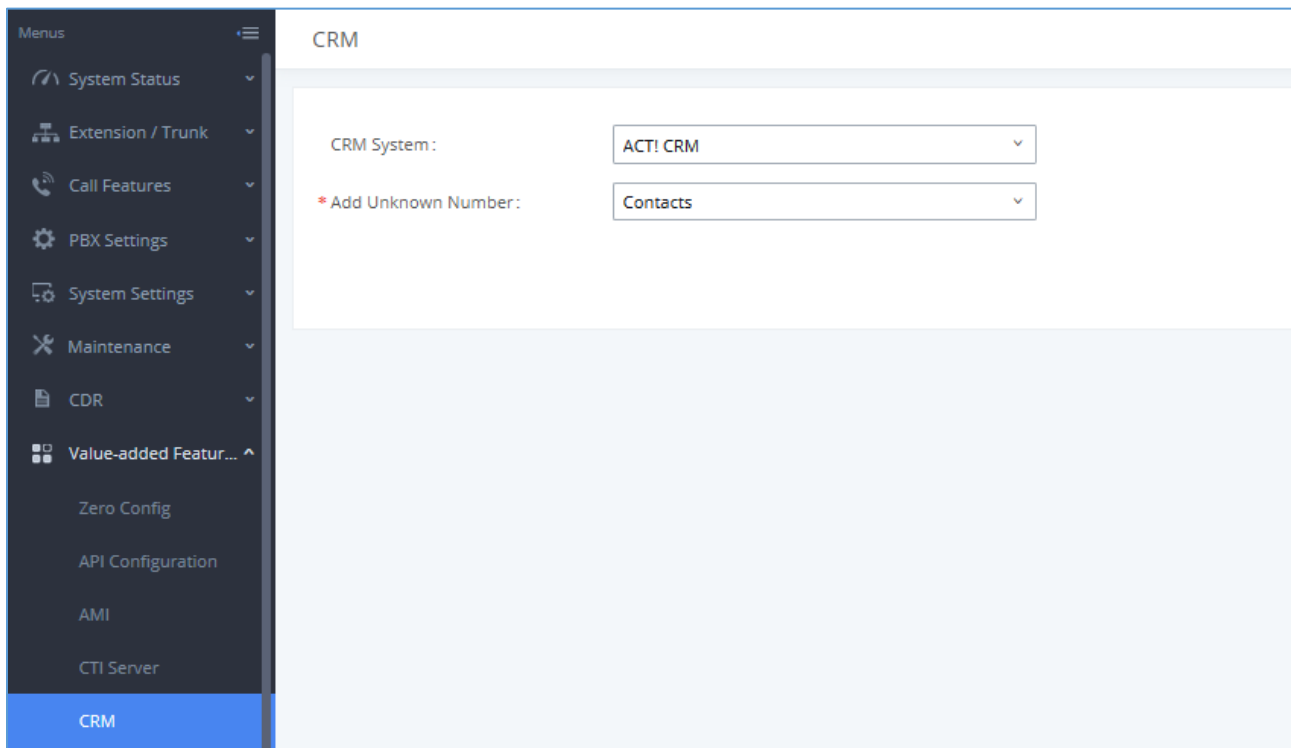


Figure 3: ACT! CRM Settings

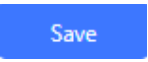
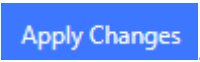
1. Select **ACT! CRM** from the “CRM System” dropdown list to use the ACT! CRM and make similar configuration to the above, below are the details:



Table 2: ACT! CRM Settings

CRM System	Allows users to select a CRM system from the drop-down list, choose ACT! CRM to use ACT! CRM.
Add Unknown Number	Allows to automatically save received calls from numbers not previously logged in ACT! CRM and add them.


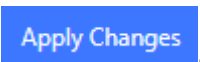
Once users finish configuring above settings using admin access:

2. Click on  and .
3. Logout from admin access.

User Configuration

This configuration is per user, it will allow users to authenticate and sync up with ACT! CRM platform.

Note: Admin Configuration needs to be set before enabling CRM for users.

1. Access to the UCM web GUI as user and go to **User Portal**→**Value-added Features**→**CRM User Settings**.
2. Click on **Enable CRM**.
3. Enter the **Username** and **Password**, which will be the ACT! CRM account's **API Key** and **Developer Key** respectively generated before. Refer to **[Generate API Key]** and **[Generate Developer Key]**.
4. Click on  and .

The status will change from “**Logged Out**” to “**Logged In**” and users can start using ACT! CRM.

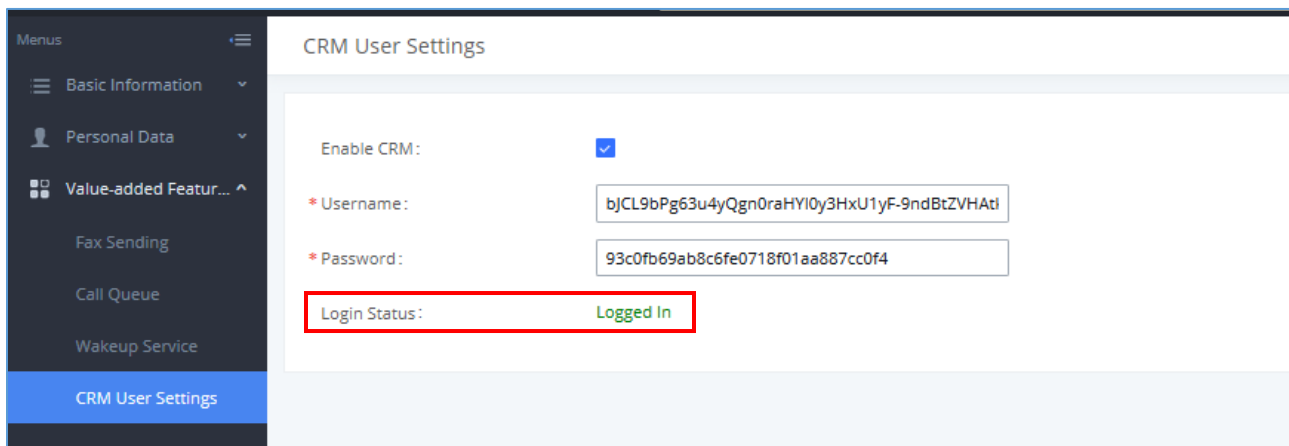


Figure 4: CRM User Settings



Table 3: CRM User Settings

Enable CRM	Enable CRM for the user account.
Username	Enter the generated API key .
Password	Enter the generated Developer Key .

ACT! CRM should now be configured.



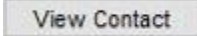
CALL POPUP AND CONTACT LOOKUP

Using Grandstream Affinity software, users can receive incoming calls to their IP Phones and in their PC as well, the following link explains how to install and configure Grandstream Affinity software.
http://www.grandstream.com/sites/default/files/Resources/GS_Affinity_Guide.pdf

When receiving an incoming call from an existing contact on ACT! CRM, the contact's name will be displayed on the phone's LCD and more data will be shown on GrandstreamAffinity application. The following figure shows an example of the result.



Figure 5: Call popup on GrandstreamAffinity

Users can click on the button  to be redirected to contact's page for more details about the contact or to edit specific data like shown below:

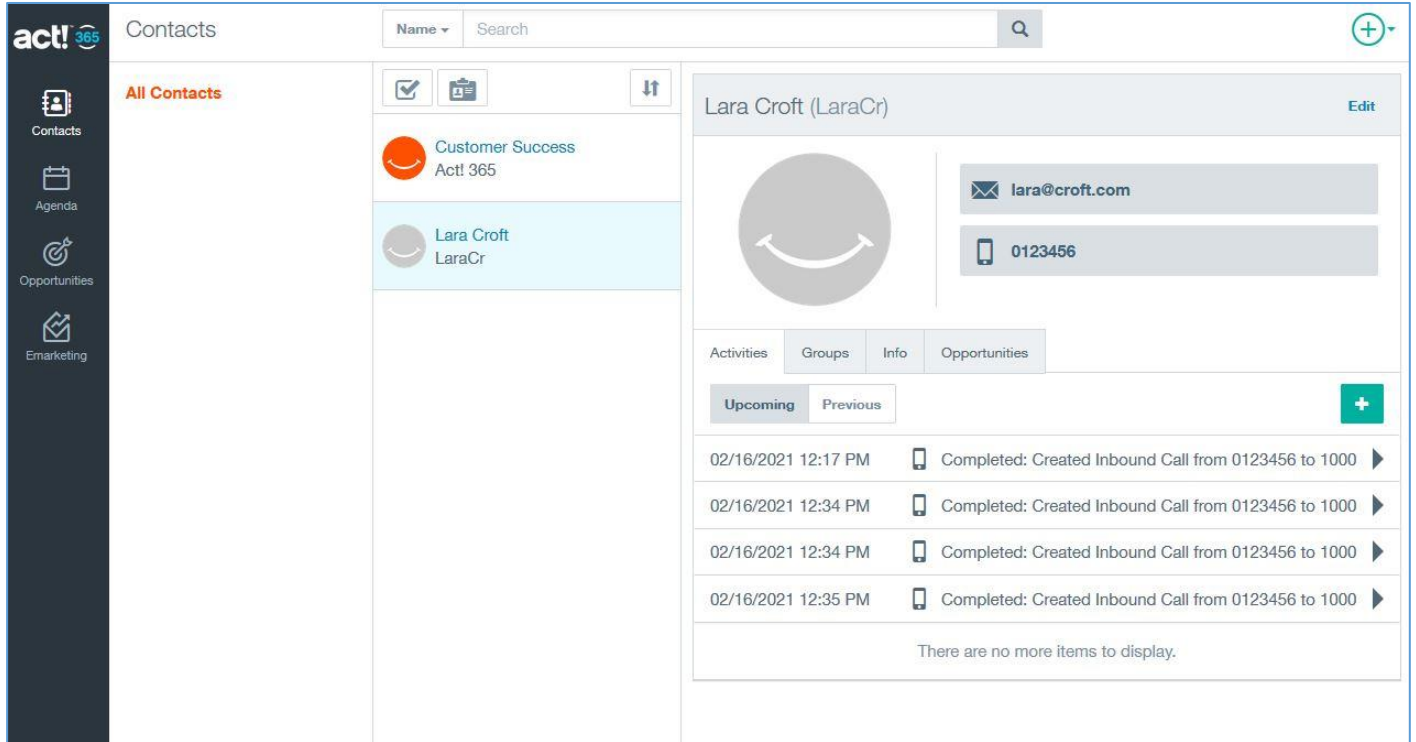


Figure 6: Contact Information

When “Contacts” is configured as **[Add Unknown Number]** on the UCM, calls that are received from contacts not previously configured in ACT! CRM will be automatically saved and users can after that edit and add them to the list like shown below:





Contacts Name ▾ Search Q +


All Contacts

-
-

0789456

 **Customer Success**
Act! 365

 **Lara Croft**
LaraCr


No Image ▾
For more photo options,
connect to your social accounts

Cancel Save

First Name

Last Name

Company

Job Title

Customer Type ▾

Email

Alt. Email

Business Phone

Mobile Phone

Home Phone

Business Address

Street

Address 2


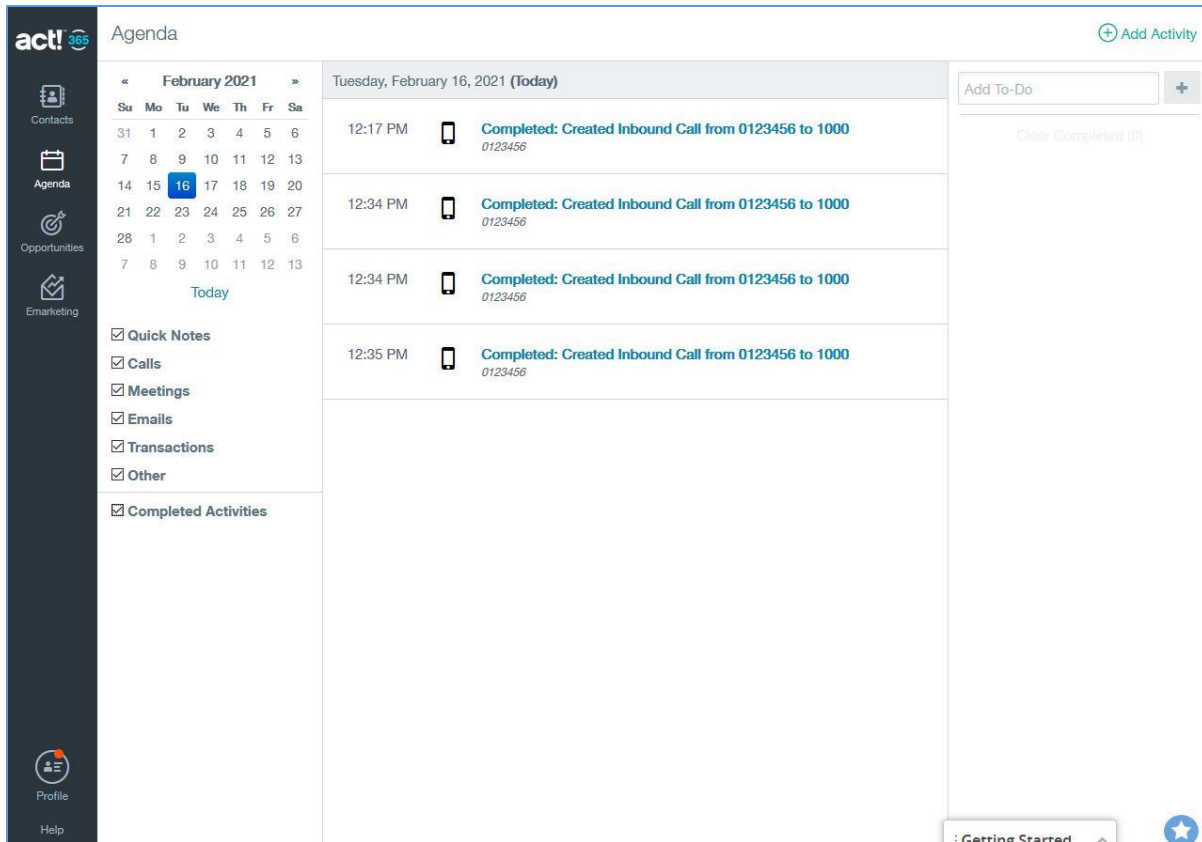
: Getting Started ^ 

Figure 7: Unknow Contact



CALL REPORTING

Users can see reports of their calls on ACT! CRM by navigating under **Agenda**, where they can select a date within the Agenda section and it will show all the activities done or scheduled for that date. If the activity has already been completed please ensure the Completed box is selected when you click the desired date.



The screenshot displays the ACT! CRM interface. On the left is a dark sidebar with navigation icons for Contacts, Agenda, Opportunities, and Marketing. The main area is titled 'Agenda' and shows a calendar for February 2021 with the 16th selected. Below the calendar is a list of activities for 'Tuesday, February 16, 2021 (Today)'. Each activity is a call log entry with a time, a mobile phone icon, and the text 'Completed: Created Inbound Call from 0123456 to 1000'. A 'To-Do' list on the right is empty, and a 'Clear Completed (0)' button is visible. A 'Getting Started' tooltip is present at the bottom right.

Figure 8: Call Reporting

Users can also view call reports for a specific contact under **Contact** section, after searching for the contact, the reports will be displayed under **Activities**.

The screenshot displays the ACT! CRM interface for a contact named Lara Croft. The left sidebar contains navigation icons for Contacts, Agenda, Opportunities, and Emarketing. The main content area is divided into three sections:

- Search Results:** Shows "Name - Lara" with a red 'x' icon and a list of results including "Lara Croft" and "LaraCr".
- Contact Profile:** Displays the contact name "Lara Croft (LaraCr)", a placeholder profile picture, and contact information: email "lara@croft.com" and phone number "0123456".
- Activities:** A tabbed interface with "Upcoming" and "Previous" views. The "Previous" view shows a list of completed activities:

Date	Time	Activity Description
02/16/2021	12:49 PM	Completed: Created Inbound Call from 0123456 to 1000
02/16/2021	12:48 PM	Completed: Created Inbound Call from 0123456 to 1000
02/16/2021	12:35 PM	Completed: Created Inbound Call from 0123456 to 1000
02/16/2021	12:34 PM	Completed: Created Inbound Call from 0123456 to 1000
02/16/2021	12:34 PM	Completed: Created Inbound Call from 0123456 to 1000
02/16/2021	12:17 PM	Completed: Created Inbound Call from 0123456 to 1000
02/15/2021	6:28 PM	Created Inbound Call from 0123456 to 1000
02/15/2021	6:27 PM	Completed: Created Inbound Call from 0123456 to 1000
02/15/2021	6:26 PM	Completed: Created Inbound Call from 0123456 to 1000

Figure 9: Contact's Activities

