

Managing Opportunities intelligently



for **Microsoft Dynamics CRM** 
On Premise / Online

See clearly - act intelligently

You simply want to see clearly: where does the potential customer stand in the current sales project?

This is not always easy to understand. The qualification of many mostly simultaneous sales opportunities in the B2B area means 'hard work'. And some of us - salesman or sales manager - loses the overview. Then there is the danger that the mission will not be rewarded in the end.

With the NUTBASER® "Sales Intelligence Cockpit", you can turn structured information into a wealth of information. You gain transparency about the current situation of your sales projects. Together with the personal experience you are able to approach the consistent process steps through the objective assessment.

Simple: cockpit principle

Simple things create a big impact. A clear cockpit effectively displays all content aspects of the sales opportunity. You have the overview right away: In which phase is the project? Which is the bottleneck in the further successful procedure?

In the objective assessment of sales opportunities, few criteria provide a clear indication of this.

Easy to understand:

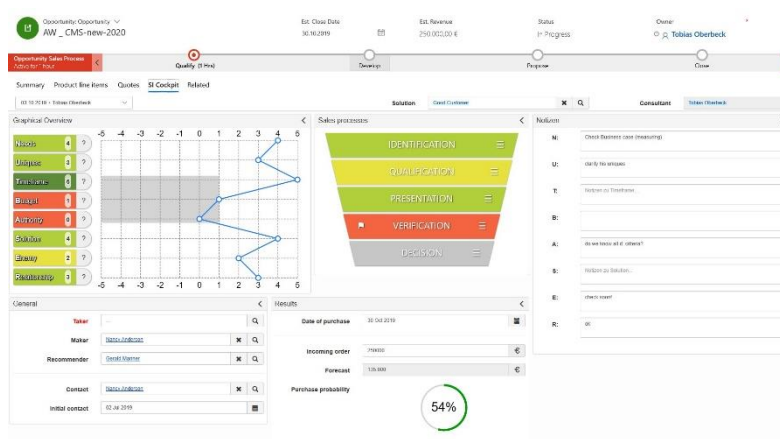
Criteria such as "NEEDS" or "BUDGET" are already known in the sales cycle anyway. Or?

Easy to handle:

Only a few clicks and short inputs are sufficient to effectively describe the current status.

AddOn to MS Dynamics CRM

Methodically based sales opportunity processing is effectively mapped in CRM. The AddIn is fully integrated with Microsoft Dynamics CRM and provides the cockpit view.



The curve in the grid shows the results of the evaluation. The known funnel model shows the phase of the project and the quality of the previous phases.

Forecast is derived from the calculated purchase probability.

A compact report gives a quick and clear overview of the amount of sales opportunities. All data is also available in the CRM database for individual evaluation.

Licences, pricing, implementation

Licences:

NUTBASER® Sales Intelligence Cockpit
für MS Dynamics CRM (2011/2013/2015/2016)
»BASIC« (Named User Lizenz)

Price »On Premise«: 280 € (plus VAT)

Price »Online« monthly: 20 € (plus VAT)

Implementation support:

Regular Webinar (about 45 minutes) for operation and application. Participation per user is included in the license price.

Further Informationen directly here:



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