



**Power-CRM®**  
CRM the way it Should Be



## Sales Analysis App for Power-CRM

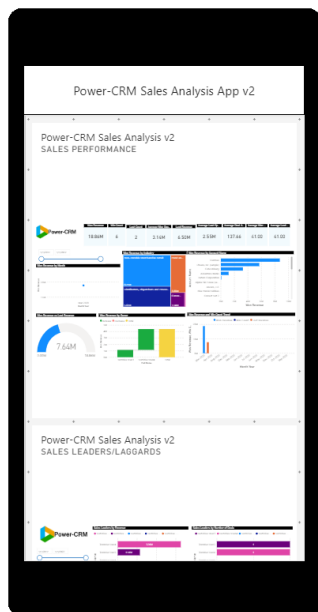
10 Full Page Dashboards/Reports  
Over 70 Charts/Graphs/KPI's

**Sales Analysis App for Power-CRM** is an add-on application for Power-CRM that provides full analysis of a companies sales metrics.

Our Sales Analysis app. Includes 10 full dashboards/reports containing over 70 graphs/charts/KPI's providing a comprehensive overview of sales performance. This app. Is powered by Microsoft Power BI and can be used with the free version of Power BI (some features limited) or Power BI professional (\$10 per user/month).

**Automatic Email Delivery—**  
Have the full report delivered to your inbox automatically

**Alerts—**Set alerts on any KPI and receive email or SMS alerts when KPI's are above/below the thresholds you set.



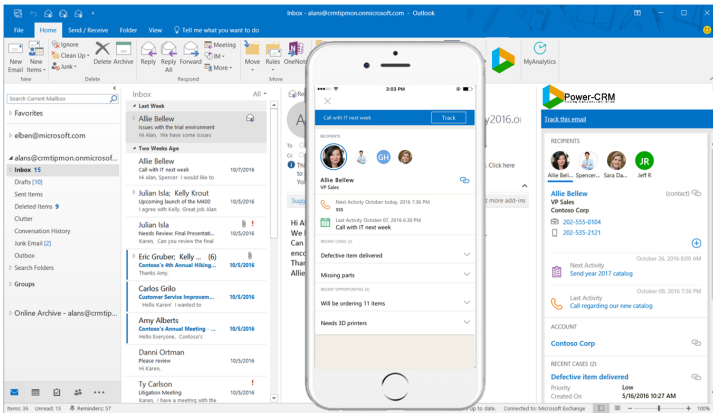
### Any Device, Anywhere

Fully mobile enabled app. available for Android, iOS and Microsoft smartphones and tablets.

### Deep Analysis

Sales Performance  
Sales Leaders/Laggards  
Win/Loss Analysis  
Top Won/Lost Deals  
Sales Pipeline Analysis

Pipeline Leaderboard  
Sales Activity Analysis  
Lead/Prospect Analysis  
Customer Account Analysis



The Outlook integration also displays information about the account/contact in-line with the email currently being viewed. At-a-glance see account and contact information, activity history, open sales opportunities and more.

Easily create activities right from Outlook to follow up, view dashboards even create Power-CRM records from Outlook.

## Scan Business Cards

Easily add contacts to Power-CRM by scanning business cards from any device with a camera.

## InsideView Insights

Insights is included with Power-CRM (Sales & Customer Service license, a \$95 value).

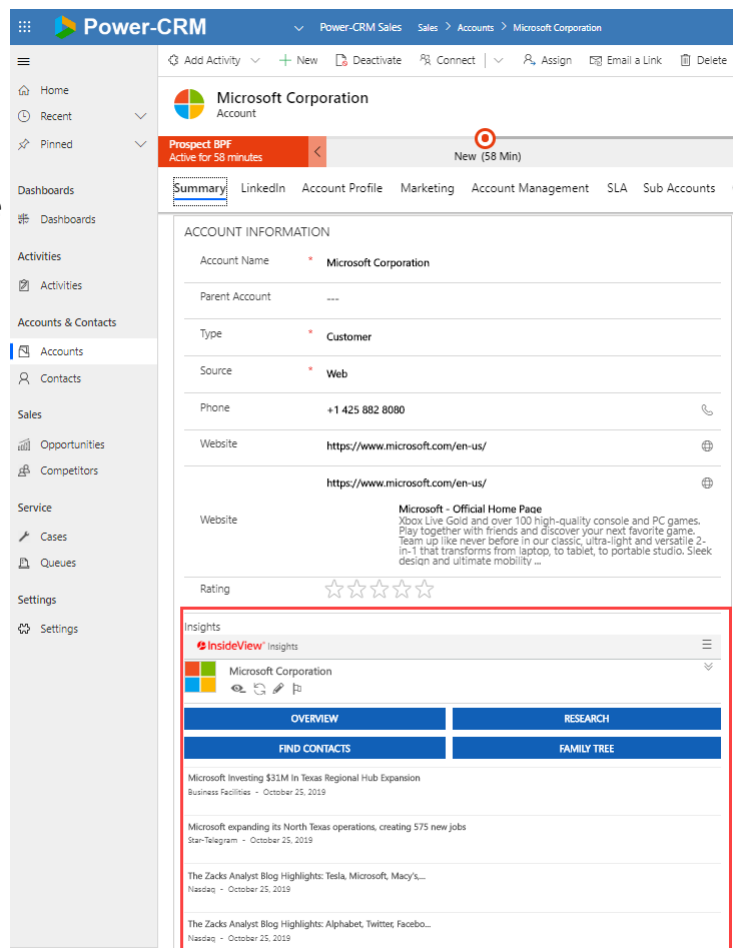
Insights is a real-time B2B data and intelligence application that aggregates information from 40,000+ sources.

With 1-click Insights will update an account record with missing information like SIC code, revenue, number of employees and more.

Insights provides a full overview of the company including ownership info. recent news, and more.

Find and add contacts to Power-CRM with 1-click. Don't have certain key contacts? Use Insights to locate contacts by name or job title and add them to Power-CRM with 1-click (including email address).

Keep an eye on customers, suppliers and competitors by adding them to your Insights watchlist. Receive a weekly email detailing any new information spanning 20 categories.



**InsideView®**  
OEM PARTNER



## Manage Prospects & Customers

Expertly manage relationships with prospects and customers to improve prospect-revenue and to retain customers through best practice account management processes built-in to Power-CRM.

**1—Sales Process**—Power-CRM has a sales process for Prospects and Customer Accounts. The process is fully configurable enabling you to tailor it to your business. We assist in configuring the sales processes during Onboarding. Our sales processes were created based on best practices and input from top sales analysts.

**2-Timeline**—Easily see what's happening at customer and prospects by viewing the timeline. The timeline displays all open and historical activities including emails (sent and received), phone calls, tasks, appointments, notes and more.

**3-Account Rating**— Rank prospect and customer accounts using 1-5 stars. If your Power-CRM system is integrated with your accounting/ERP system, the account rating can be performed automatically based on information including sales, gross profit etc.

**4-InsideView Insights**— Insights displays information about the account aggregated from over 40,000 data sources. See Insights section for more information.



**Lead/Prospect Management**