

Sales Automation

Redcastle

Application Datasheet:

Sales Pipeline for SuperOffice Sales & Marketing

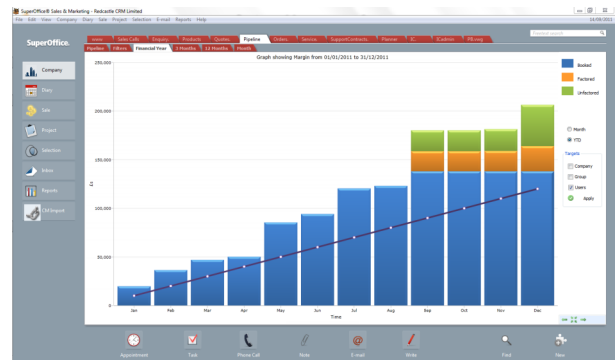
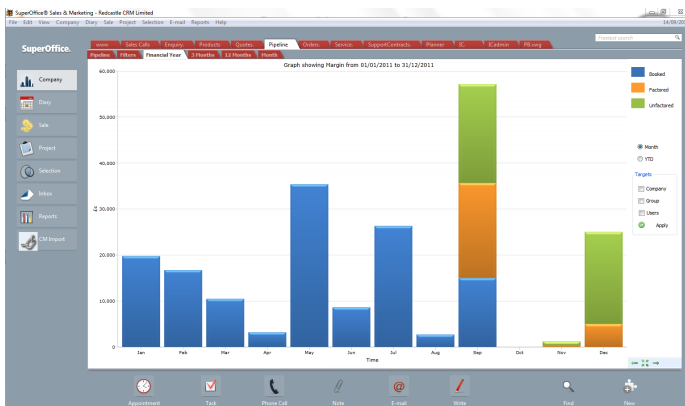
Managing your own sales activity or your sales team's activities is made much easier with the introduction of Sales Pipeline. You can now take a broader view on sales forecast information and the activities associated with each opportunity recorded in SuperOffice Sales & Marketing. You can see how you or your team, and the company are performing against plan - check what the figures are looking like for this fiscal year, the coming 12 months, the next three month window or Daily Sales. Make sure that you are not neglecting any of your accounts - monitor the history of a sale - know what to do next - at a glance.

Sales Management simplified

Many organisations use spreadsheets to 'manage' all of their sales opportunities. With all of the last-minute phone calls and emails - then the copying and pasting of updates before the sales meeting starts (yes we have all done it!) - keeping up to date with our sales forecasts can become a logistical nightmare! Making a change in SuperOffice Sales & Marketing is reflected, without any of the "manual intervention", in Sales Pipeline - so the graphs and the figures add up - all of the time, every time.

View what you need, when you need it

Sales Pipeline has extensive filtering options, view sales forecast information by period - month, quarter, year or from/to dates and filter those periods by forecast date, registered date or next action date. Sales forecasts without a next action! of course their shouldn't be any, but just in case there are - see them all in one view! Check all of the forecast by sales group, sales person, probability, competition, category, status and source - and in any combination. In addition view the figures and graphs based upon those filter options.



Sales activity management

Sales Pipeline simplifies the association of sales activities to sales forecast information, and also links to SuperOffice Sales & Marketing projects if required. Any SuperOffice Sales & Marketing activity or forecast can be edited from within the Sales Pipeline environment. Drill-down into the Performance graph to interactively review and update the content.

Configured to suit your requirements

The Sales Pipeline configuration tool allows you to tailor the way that Sales Pipeline looks and works to match your needs and is totally integrated within the SuperOffice Sales & Marketing web panel interface.

Name	Status	Probability	Forecast
SuperOffice CRM Limited	Open	100%	£10,000
SuperOffice CRM Limited	Open	100%	£10,000
SuperOffice CRM Limited	Open	100%	£10,000
SuperOffice CRM Limited	Open	100%	£10,000
SuperOffice CRM Limited	Open	100%	£10,000
SuperOffice CRM Limited	Open	100%	£10,000
SuperOffice CRM Limited	Open	100%	£10,000
SuperOffice CRM Limited	Open	100%	£10,000
SuperOffice CRM Limited	Open	100%	£10,000
SuperOffice CRM Limited	Open	100%	£10,000

For more information on Sales Pipeline

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