Sales**Pilot**

Innovation Jam 2011

PRODUCT OVERVIEW

- DATA SOURCES
  Sales figures from:
  - EDW & EMEA DW
  - Flat Files option

- APPLICATION TECHNOLOGY
  Dashboarding: 'Flash'
  Database: SQL Server
  Admin Front-end: Windev
  Mobile Apps: Windev Mobile

- Mobile support
  Android and Iphone Apps

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STAND OUT FROM THE CROWD! MONITOR YOUR PERFORMANCE

THE CHALLENGE

Performance Management activities and processes are mostly manual.

There are no automated ways for sales professionals to monitor their progress on the bonus curve.

It is even harder if not impossible to perform 'what if analysis' and work out how to reach certain 'bonus' levels faster. Our sales force is in the dark about their performance and operational efforts aimed at increasing commissions are not always effective due to lack of progress monitoring.

THE SOLUTION

SalesPilot is a performance management tool leveraging <customer name> data and best of breed dashboarding technology.

SalesPilot can be used by any Sales Professional to monitor and forecast their performance at an individual, line of business, branch, area or even country level.

SalesPilot merges sales information with configuration information pertaining to the bonus schemes of each country.

This produces bonus calculations.

SalesPilot also mines the sales information to find out trends, and enables Sales Professionals to utilize its innovative 'what if analysis' interface to run projections and profitability forecasts.

SALESPILOT IS A GREAT INNOVATION !