

INDICEE PIPELINE ANALYTICS FOR SALESFORCE.COM

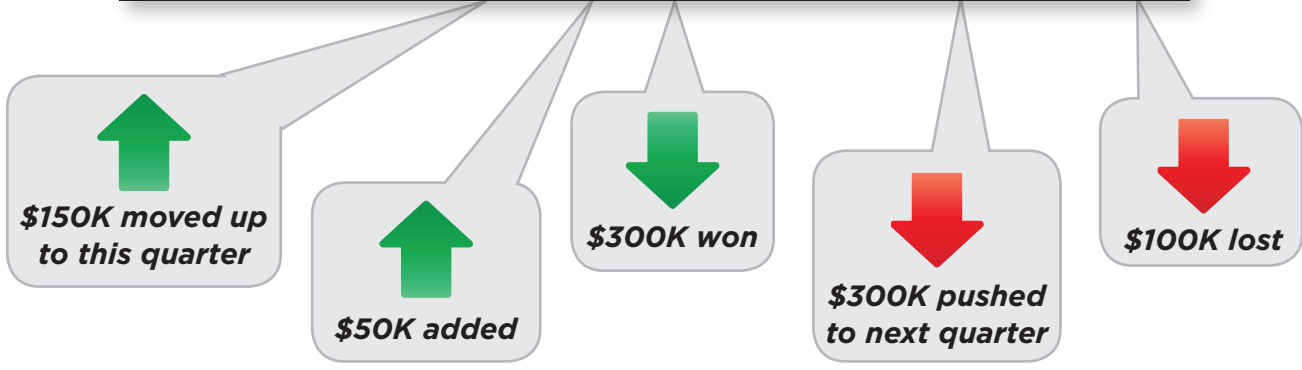
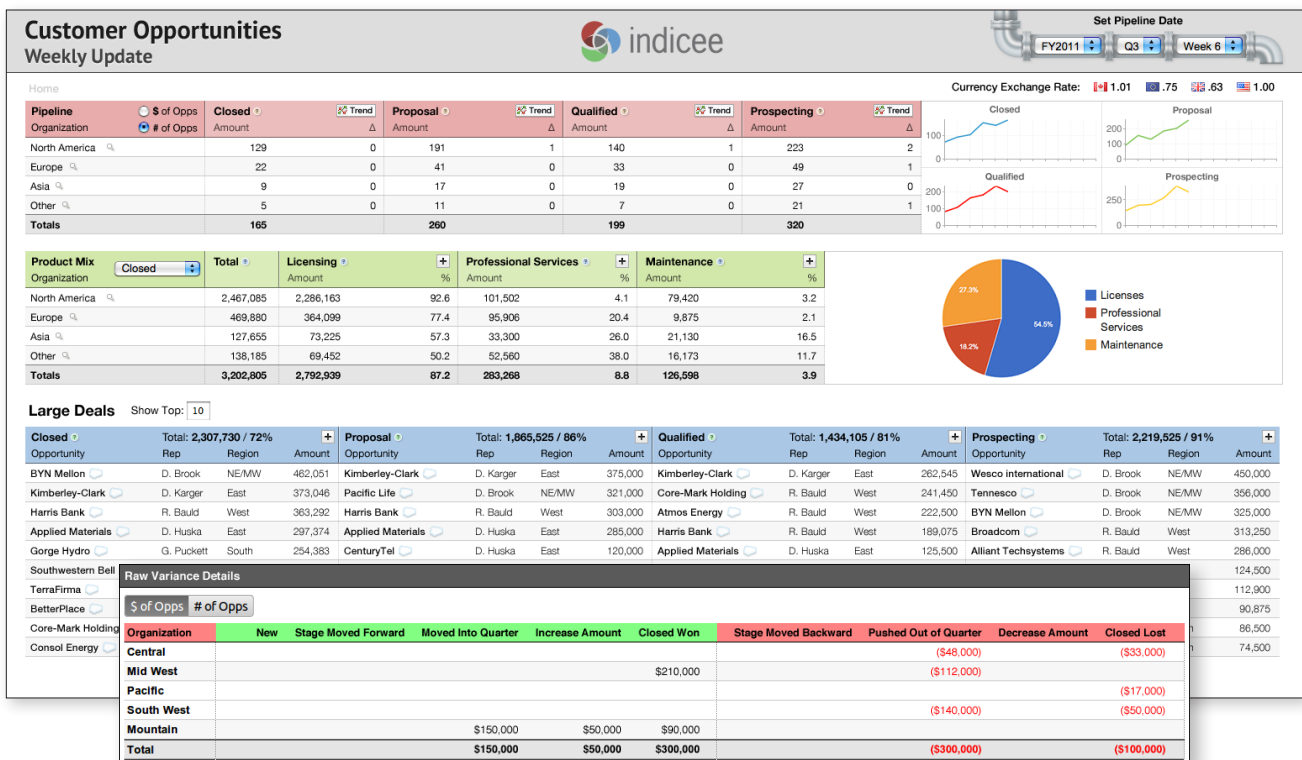


Does your sales team have the competitive advantage it needs? Understanding trends and proactively managing changes in the pipeline are critical to increasing the effectiveness of any sales organization.

Managing Sales Performance Means Understanding Pipeline Changes

Standard CRM reporting can tell you the size of your pipeline right now, but what Sales leaders need to know is what is changing. They need to immediately understand what has caused changes in the pipeline in order to make proactive decisions. Indicee pipeline analytics gives sales leaders the heads up dashboard they need to answer critical pipeline questions:

“My qualified pipeline just went down by \$500k. Sounds bad!”



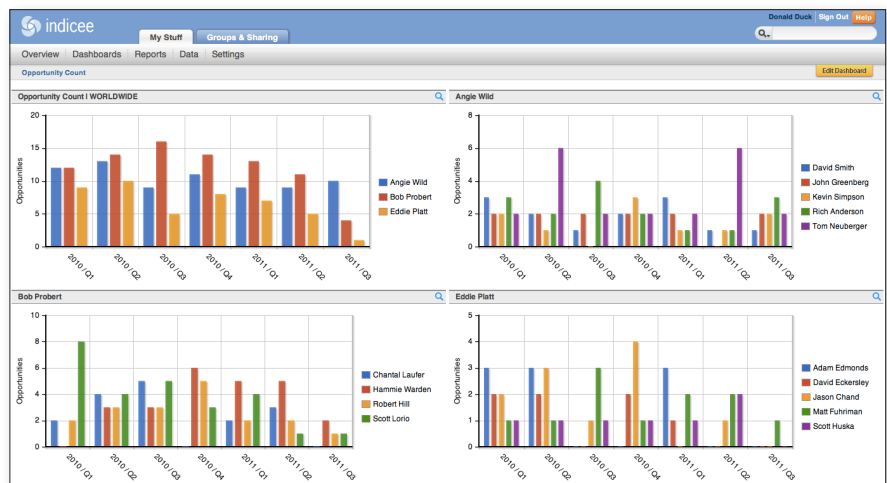
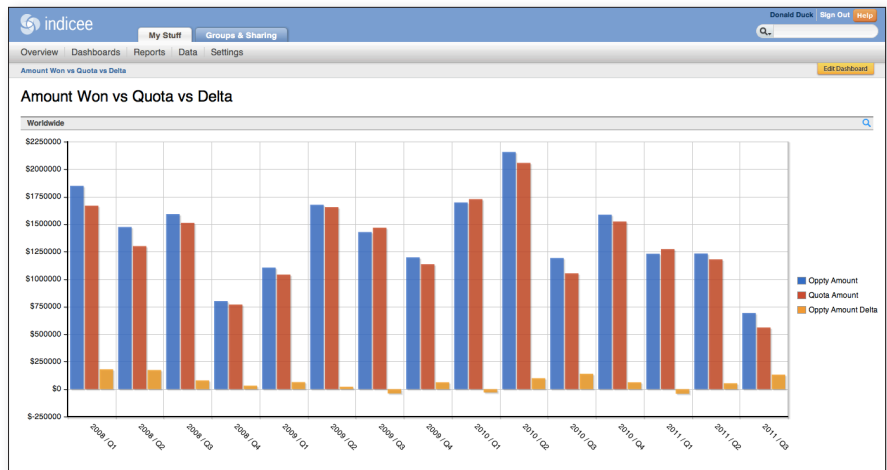
Supercharge Traditional CRM Reports

Add Quota and Revenue Data to Your Opportunity Reports

Give your sales team the tools they need to understand how they are tracking toward sales quotas. Combine your quota data from excel or 3rd party sales performance management with your opportunity data from Salesforce.com to add valuable context to traditional opportunity reporting. Fold in actual revenue data from ERP to create reports that identify the real business impact of closed opportunities. Only Indicee allows sales operations staff to easily combine additional data with your Salesforce.com data supercharging your CRM reporting.

Add the Insights Needed to Manage Your Team

Indicee Pipeline Analytics for Salesforce.com also provides a number of built-in reports for managing territories and individual sales reps. Give sales managers the tools they need to visualize their team performance against expectations and give individual reps the data they need to self-assess their performance.



Why Use Indicee Pipeline Analytics for Salesforce.com:

- **Pipeline Variance Analytics:** Understand exactly why your pipeline is changing and what opportunity changes are affecting it.
- **Easily combine** your external quota and revenue data with Salesforce.com pipeline data to generate valuable analytics reporting.
- **Custom Dashboards & Pre-built Reports:** Create a custom dashboard that fits your management philosophy. Indicee's pre-built reports provide immediate value and the question based report editor provides an easy to use ad-hoc reporting interface.
- **Be up and running** with Indicee's Cloud BI Solution for Salesforce.com.

Connect Indicee to your Salesforce.com account and quickly roll out the forecasting reports you need.



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