

GoldMine® Premium Edition

Sales Management

Sales organisations are continuously looking for ways to drive more revenue while reducing internal costs. In today's fast paced economy, sales managers must rely on technology to better manage complex business processes and multifaceted forecast methods. Companies can no longer afford to have opportunity management and sales methodologies be inefficient.

Sales Management functionality in GoldMine® Premium Edition provides this much needed technology to help drive revenue, not just in terms of numbers, but in terms of streamlining sales processes and forecast methodologies. Once sales teams receive lead information from the marketing divisions, the sales process is initiated and deal information can be captured. GoldMine provides sales users and managers consistent opportunity and project tracking functionality so all teams are on the same page.

Opportunity Management allows for detailed tracking of deal status, forecast numbers and close by information

GoldMine Premium Edition users can leverage powerful forecast management features for a complete view into each opportunity stage, helping them focus on which deals have a better propensity to close. GoldMine Premium Edition's Sales Management features help streamline opportunity and forecast processes for greater revenue generation and more focused sales efforts.

Opportunity and Project Management

GoldMine Premium Edition Opportunity Management offers you a view into your open, closed, won and lost opportunities. Each sales agent can maintain their pipeline in real time, as well as, leverage team selling efforts since any opportunity can be assigned to multiple sales representatives with specific roles to help close deals faster. GoldMine software's Opportunity Management enables sales users to follow a consistent selling practice to help improve chances of closing the deal.

Sales Management includes:

- Opportunity and project creation wizards
- Attach source information for closed sales loop reporting
- Quickly create and clone new deals via opportunity templates
- Assign status, stage and win probability for every opportunity
- Attach products, services and pricing information details to each opportunity
- Track activities needed to help close each deal
- View opportunity details such as influencers, issues and competitor information
- Allows for Team selling efforts with role assignment
- Create Projects directly from Opportunities
- Associated contacts, influencers, and internal team members to help manage all projects
- Attach item and document details to each project

GoldMine Premium Edition helps companies manage the opportunity process. Once opportunities reach a certain stage, users have the ability to create projects converted from opportunity information. Projects can be created and tracked from any opportunity, won or open. Projects enable organisations to better maintain their clients business for increased revenue and better customer satisfaction.

GoldMine Premium Edition Sales Management features help you achieve the greatest sales impact in the most efficient manner.

Forecasting

GoldMine Premium Edition Forecast Management functionality helps you manage your pipeline in real time. GoldMine software's powerful pipeline analysis features visibly show sales users the stage of each selling process, the money associated with each stage, and the potential your company has of winning each deal. GoldMine tracks your sales potential by comparing completed sales and forecasted sales to a users quota. Now your sales agents can perform quota analysis in real time.

Analyze Users	Period	# of Sales	Forecasted	% Prob.	Potential
STEVE (Steve Johnson)	Mar 12 - Mar 18:	0	0.00	0	0.00
	Mar 19 - Mar 25:	2	44,000.00	40	17,600.00
	Mar 26 - Apr 1:	8	184,700.00	66	120,990.00
	Apr 2 - Apr 8:	1	2,280.00	80	1,824.00
	Next 4 Weeks:	11	230,980.00	61	140,414.00
	March, 2007:	12	258,700.00	54	138,590.00
	April, 2007:	4	259,280.00	26	67,624.00
	May, 2007:	1	18,200.00	20	3,640.00
	June, 2007:	0	0.00	0	0.00
	Beyond:	0	0.00	0	0.00
	Total Forecast:	17	536,180.00	39%	209,854.00

Forecast sales analysis enable views into all aspects of your opportunity pipeline

Forecast Management includes:

- Real time analysis of all opportunities
- Compare forecast information over time
- View forecasted sales dollar amounts by win probability and potential sales
- Analyse sales to compare quotas vs. forecasted sales figures and view differentials
- Display pipeline information funnel per opportunity stage

GoldMine tracks completed sales, forecasted sales and quota information allowing your sales team to gain useful insight into the performance of your organisation.

GoldMine Premium Edition Opportunity, Project and Forecast Management features enable sales organisations of any size to clearly examine the health of their business in real-time in order to drive more revenue while reducing costs.

Sales managers can clearly understand the state of their selling process and users can follow a consistent selling practice by using

GoldMines sales management functionality. GoldMine supports sales methodologies in which the application can help guide users to create and initiate customer interactions, as well as manage influencer and competition aspects of every deal. Each user can effectively forecast their opportunity pipeline based on selling stages, deal timeframe, and the associated win probability

FrontRange Solutions, a provider of CRM and service management applications for over 16 years, with more than 130,000 customers worldwide – is your source for integrated applications that allow you to drive customer loyalty, increase productivity and sales effectiveness, and build exceptional relationships across your entire value chain.

Integration with additional GoldMine Premium Edition functionality:

Sales Management is just one aspect of the GoldMine Premium Edition solution. Other functionality includes:

- Marketing Automation
 - Provides marketing capabilities to target campaigns and gather leads to create new relationships
- Relationship and Daily Activity Management
 - Enables any sales, service or marketing user to maintain customer relationships and day-to-day business activities
- Customer Service and Support
 - Provides support management capabilities for customers with a complete view of all customer interactions
- Analytics, Reporting and Knowledge Base
 - Provides reporting and analysis functions for users and managers to understand business progress and customer interactions

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