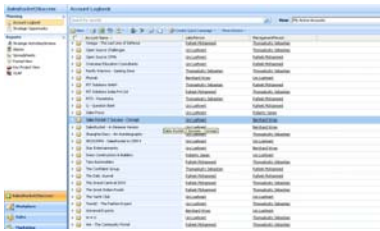




SalesRocket2Success®

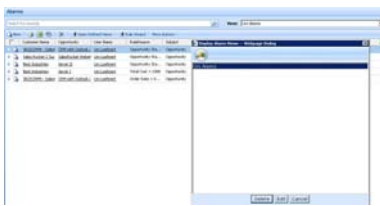
Sales Cockpit for Microsoft Dynamics® CRM 4.0



The SalesRocket2Success® is perfect

- For leading Sales Partners
- For planning and leading across division structures and international sales forces
- To effectively and pragmatically establish the strategic selling in reality (**ActionOrientedSelling®**)
- To effectively manage international sales targets with multiple sales teams and opportunities

Feature Catalogue



- Key Account planning
- Action planning
- Graphical Analysis of the **DynamicDecisionWeb®**
(Customer group who decides over opportunities)
- Opportunity planning
- Funnel analysis of opportunities
- Alarming at self-defined circumstances within the sales process
- Excel download and export
- Key Project Analysis
- Reports for self-defined dimensions such as customers, products, divisions, partners, sales etc.
- Self-learning system
- True multi-language capabilities
- Different Currency
- Notes and Document storage including Outlook Mail
- Customer structure with visual representation of roles
- Weighting opportunities according to the status in the sales process and according to Chances of Success



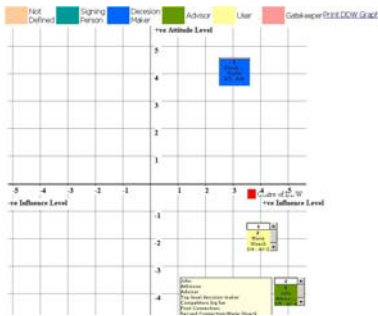
Implemented on top of Microsoft Dynamics® CRM 4.0

- Extensive Customer Database Features
- Campaign and Lead Management
- Integrated Workflow Manager
- Open Interfaces to external systems (ERP, etc.)



SalesRocket2Success®

Sales Cockpit for Microsoft Dynamics® CRM 4.0



Why director of sales uses the SalesRocket2Success®?

- Effective and efficient Key Account Management Tool especially across complex multinational sales structures
- Visual and powerful presentation of the DynamicDecisionWeb® (Buying Center)
- Efficient and pragmatic implementation of the acknowledged sales methodology strategic selling
- Easy, clear and up-to-date representation of the opportunities status'
- Permits to focus on extraordinary situations and deficiencies in the sales process.
- Leading employees with up-to-date facts and clear analysis
- Reduction of reporting efforts and efficient Human Resource support

SalesRocket Alerts ! - Window... [Close]

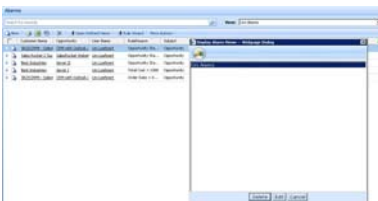
SALESROCKET ALERTS !

Customer Name	Subject	Priority	Created User
Phonak	LogBook	3	Binu Kumar
Google	Opportunity	2	Binu Kumar
MicroSoft	Big Opprtunity	1	Binu Kumar

To explore the Alert/Alarm details or view all salesrocket alarms in CRM system, go to SalesRocket2Success -> Reports -> Alarms.

Why sales managers use the SalesRocket2Success®?

- Clear strategic customer and opportunity planning
- Efficient and pragmatic implementation of strategic sales methodology (ActionOrientedSelling®)
- Reduction of administrative efforts (Reports are automatically available through the tool)
- Efficient action support and action reminders
- Visual and powerful representation of the current situation of the DynamicDecisionWeb®



Why controllers use the SalesRocket2Success®?

- Sales and Controlling work together
- Data are always up-to-date
- Efficient Alarming capabilities

Who develops and integrates the SalesRocket2Success®?

PIT Solutions GmbH

alte spinnerei,
887 Murg,
Switzerland
P: +41 (0) 81 720 3556
I: www.pitsolutions.com
E: thomas@pitsolutions.com

