

You've got 10 weeks left in the quarter, and you worry whether your team will meet its sales targets. And you think that some of your reps may be underperforming, but you need some analysis to understand how to help them.

- Are the deals too small?
- Are some of them stuck in a stage?
- Are too many of them low probability?
- Are our partners being leveraged effectively?
- Which demand activities are driving the better deals?

You need SalesAdvizor™, today's most powerful and easy-to-use sales analysis tool that gets you the answers you need – in seconds!

Instant Answers. SalesAdvizor comes with a preconfigured dashboard for the things that are most important – timing and probability, total amount, expected amount, channels and influences, details, and rep performance. Select what you want, and see the answers.

No Setup. There is no set-up time with SalesAdvizor. You simply click on the SalesAdvizor icon on your desktop and start analyzing.

Offline Freedom. Work online or offline. Explore, analyze, create presentations; create historical snapshots - point and click - any time, any where.

Other Key SalesAdvizor Advantages:

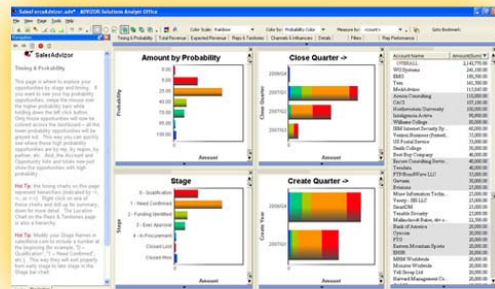
Easy to Use. Get started in minutes. 100% point-and-click, wizard guided. No need to configure reports or fiddle with pre configuring data.

Share Results. No more late nights trying to get your results into a PowerPoint graph. Do it in two clicks with SalesAdvizor. Easily share dashboards and insights to other SalesAdvizor subscribers, or via MS Office, PDF and web pages. Quickly zero in on what really matters and export that data to Excel and other data stores.

Display. Great display using our suite of 15 charts. Includes: bar chart, pie chart, line chart, data sheet, summary sheet, text filter, scatterplot, heat map, map, histogram, multiscape, parabox, data constellation, time table and counts.

Visual Discovery™. Full visual discovery capability for multi-dimensioned slice & dice analysis. Includes linking of colors across charts, setting of color to any dimension, linking of selection across charts, filtering, animation and interactive brush-up labeling.

Instant salesforce.com Answers



SalesAdvizor includes a powerful, at-a-glance visual dashboard that quickly identifies pipeline issues, trends and opportunities, and easily creates PowerPoint, Excel and Access files for company-wide analysis and communication. Its strongest point is that you can click on one thing and immediately see the interactions with other things. No more fumbling with reports and dumping data into Excel!! A sales & marketer's dream in a nonstop world!

EVP Sales & Marketing, Lakeview Technology

Analysis Aids. Enhance your analysis with ADVIZOR's unique analysis aids. Includes: Bookmarks, Color Workshop, Data Workshop, Expression Builder, Hierarchy Wizard, Filters, Template Library, Date Parser, Chart Property Explorer and Navigation Panes.

Data Connections. Wizard driven access to your salesforce.com data. Downloads several core salesforce tables (Account, Opportunity, User, Account Partner, Opportunity Partner), links and joins them on load. Will also import single tables from Microsoft Excel, Access, or text files.

Not Just Pre-Set Dashboards. With SalesAdvisor, you are not limited to a set of pre-set dashboards. You can modify dashboards on the fly or create new dashboards - all point and click.

Description:

SalesAdvisor is ideal for anybody who wants to look under the covers and understand their sales pipeline. It is a really easy multi-dimensional query tool that comes ready to go – just click on a simple desktop icon to begin. Login in with your Salesforce credentials and your pipeline data is automatically loaded into a predefined interactive dashboard. Dashboards run on your desktop so you can conduct your analysis anywhere, such as in your office or on your plane trip from Chicago to San Francisco. Work offline or online. Plus, you can snapshot and save results for viewing later.

With SalesAdvisor you conduct analysis by sweeping your mouse across the items in the lists and graphs that you are interested in. You are free to examine any combination of items that you want -- ANY. You analyze through an interactive dashboard. With your mouse you can isolate, for example, your highest probability deals. You can isolate the pipeline for this quarter of each of your sales reps. Drill into your small deals, your big deals, what your channel partners are selling, where leads are coming from, etc. - all with the sweep of a mouse.

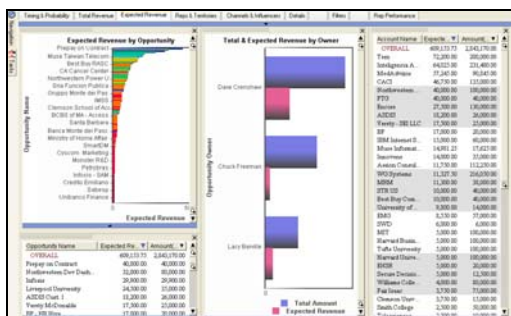
Need a presentation for management? Export your visual analysis into PowerPoint, Excel, Word, or PDF - all with a click of the mouse. Want to add another dashboard or bring in other data? SalesAdvisor includes a full authoring environment (Analyst Office) that lets you add other dimensions, add other dashboard pages, and build any other dashboard that you want. 100% point-and-click. No programming, no fancy setup.

System Requirements:

- Microsoft Windows XP, Vista, or 7
- 1+ GB Ram recommended
- 1+ Ghz processor recommended

ADVIZOR Solutions is an AppExchange partner. SalesAdvisor is a Windows client application that streams your salesforce.com data to a dashboard that runs in client memory. SalesAdvisor has passed all AppExchange reviews and is certified to protect your sales data.

Instant Answers – 6 Preset, Interactive, and Linked Dashboard Pages (3 shown here)



Total & Expected Revenue



Channels & Influences



Rep Performance



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