

Opportunity Tracking

OVERVIEW:

The NehaNet Opportunity Tracking solution gives you and your team an efficient tool to create new leads, track key milestones, manage daily opportunity details and keep deals moving towards a close. You can easily adapt the system to your current pipeline processes, allowing you to drive the system by your key attributes, such as region, channel and deal size.

BUSINESS BENEFITS:

Focused Sales Methodology

Drive your sales process with an automated system based on industry best practices, ensuring your sales process is focused and effective. No longer will deals slip through the cracks or fly under the radar when you have clear audit trails, a powerful workflow engine and customizable and drillable data fields.

Increase Revenue

With a powerful automation system that saves time, an RSM can deliver greater account focus and coordination which can result in one new design win per year or even more. For a company with five RSMs and annual design win revenue of \$50M, the company could realize \$250K or more in incremental revenue.

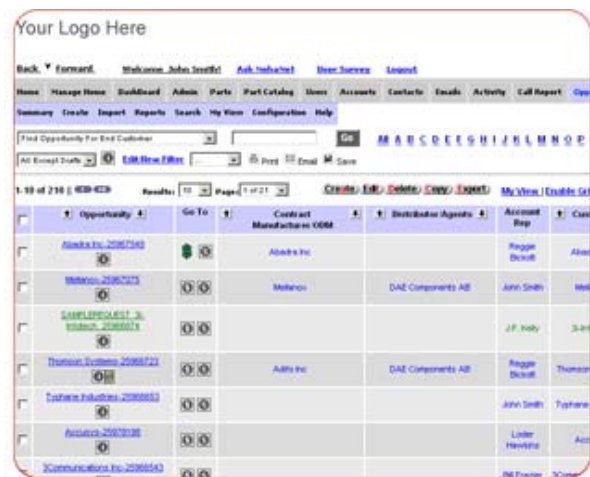
Improve Sales Team Productivity

Reduce the amount of time your sales team spends coordinating information to provide updates to executive staff. For a company with five RSMs, this time savings could easily exceed two hours per RSM per week, for a total savings of ten hours a week – that's the equivalent to one-fourth of a new sales person!

Instant Global Design-In Visibility

Understand the status of all your design-in opportunities across the globe with the click of a button. You don't need to wait for excel spreadsheets to be rolled up or for next week's meeting to understand where each deal stands along with its key issues. Your automated system will give you real time deal information for the rep down the street as easily as it will for the rep half way around the world.

“We would have hired additional personnel to manage a single distributor and 14 rep groups.”



Opportunity	Go To	Contract Manufacturer	Distributor Agents	Account Rep	Cost
Adia Inc. 2087140		Adia Inc.		Roger Durrill	4000
Melano 2087213		Melano	DAE Components AB	John Smith	1000
SAMPLECAST 3, Boston 2088013				J.P. Kelly	3000
Thomson Systems 2088723		Adia Inc.	DAE Components AB	Roger Durrill	Thomson
Thomson Industries 2088803				John Smith	Typhane
Asiatex 2087038				Lester Hawkins	Acc
Communications Inc. 2088563				Bill Foster	1000

“As head of sales, I am glad we obtained a means of evaluating our sales force objectively through system-generated analytics.”

Be Proactive, Not Reactive

Take the action before it turns into a reaction. With a clear real time picture of all the details for all of the deals in your pipeline, you can manage accounts strategically to take advantage of a competitor's delay or shore up a potential problem before it ever arises. With NehaNet you stay ahead of the curve with each of your deals.

