



Sales

www.TrackerSuite.com/Prospect



Automation Centre

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Prospect Tracker

www.TrackerSuite.com/Prospect



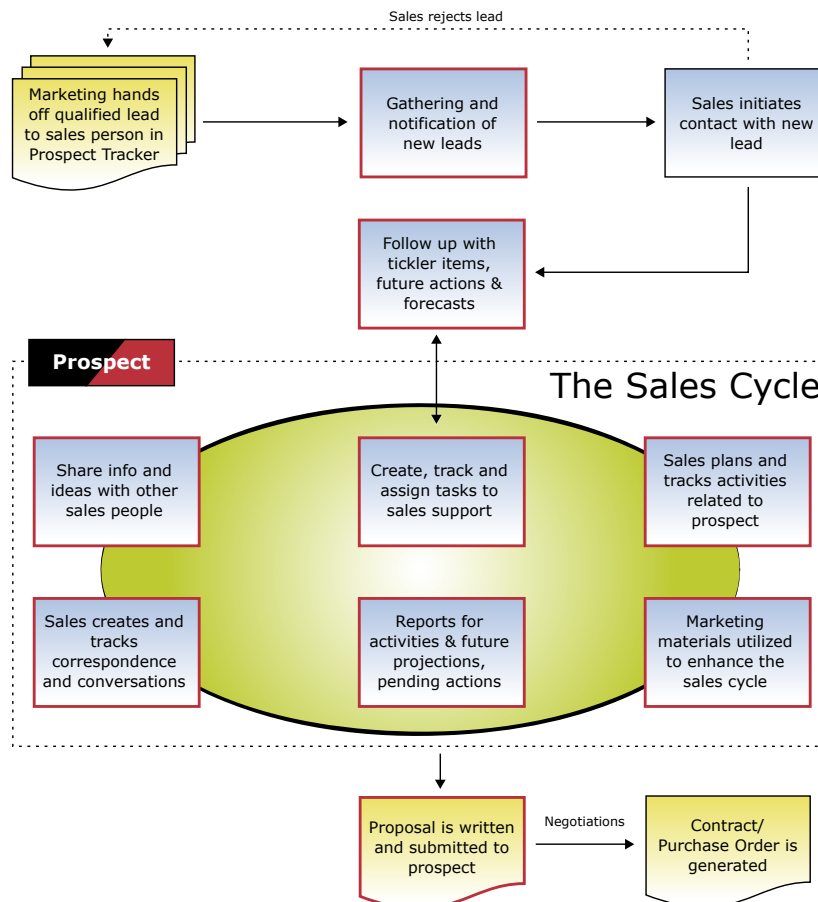
Automate your sales force with Lotus Notes

Prospect Tracker is a comprehensive sales database containing your potential customers and the contact management tools your sales force needs to operate effectively. Prospect Tracker also provides managers the tools and structure they need to develop, track and lead effective sales campaigns.

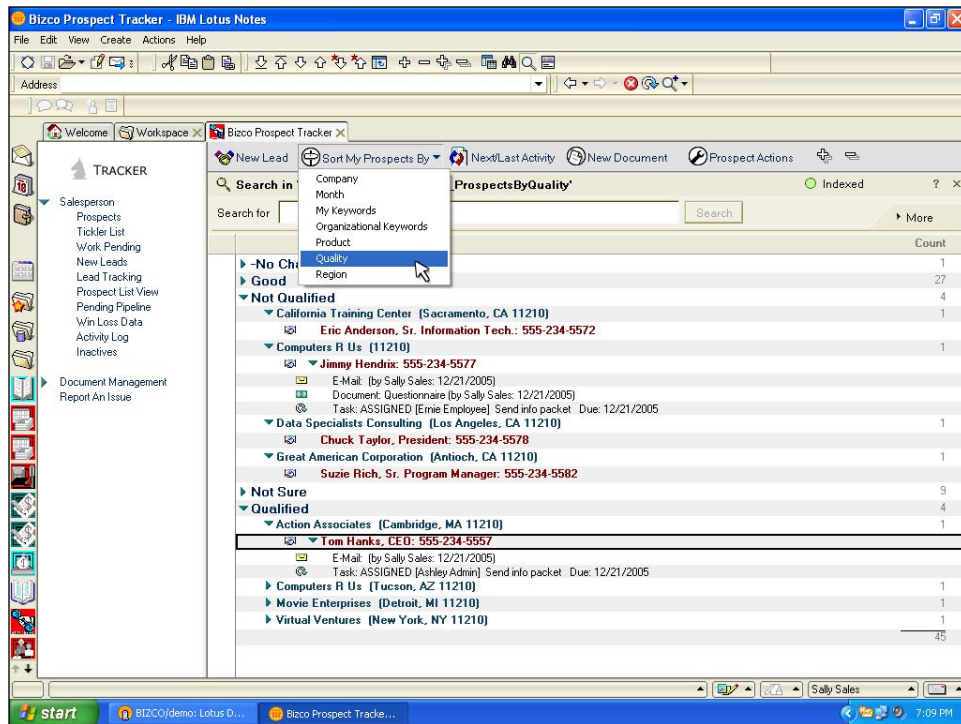
Prospect Tracker provides a central location for your sales leads and their associated contact histories, correspondence and documents. Prospect Tracker also offers tools for contact management and tracking.

Prospect Tracker also acts as a central repository of all current marketing literature, which ensures that your sales force has the most up-to-date materials and reference documents.

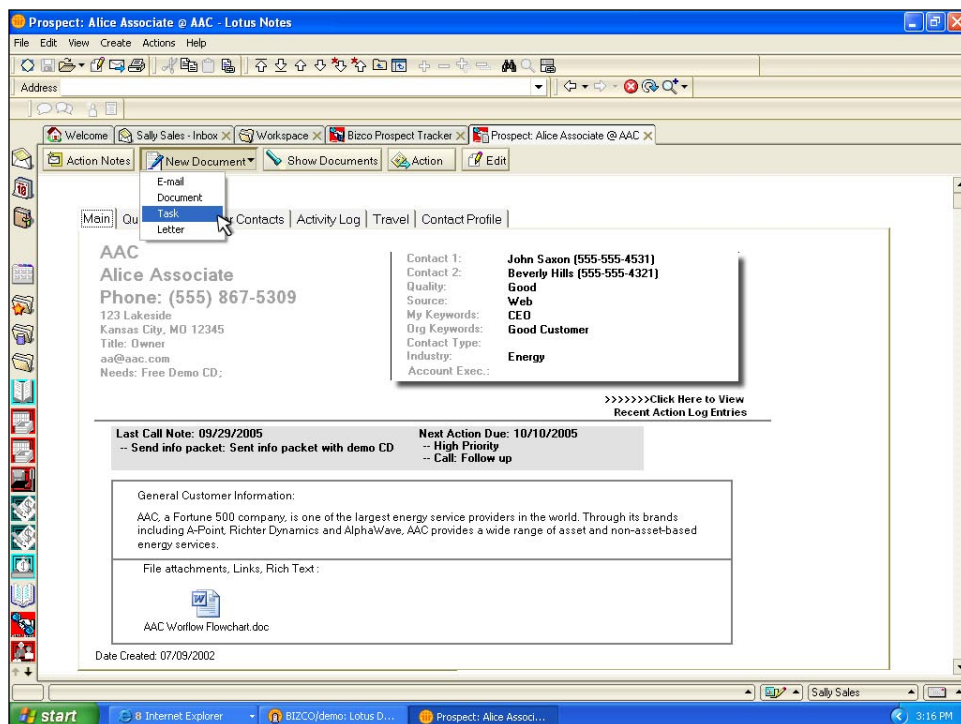
Sales leads who transform into clients can be exported from Prospect Tracker into **Customer Tracker**, a CRM database, with the click of a mouse. Similarly, its integration with the **Tracker Data Warehouse**, a Web based reporting engine, makes possible reports including Sales Forecasts, Lead Generation and Contact Activity reports.



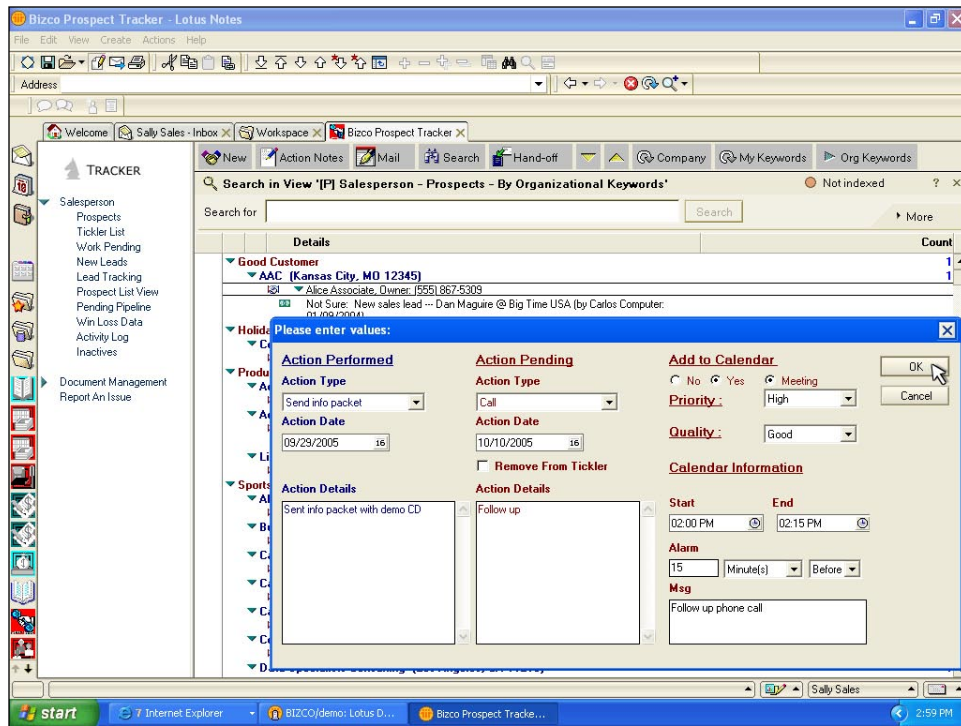
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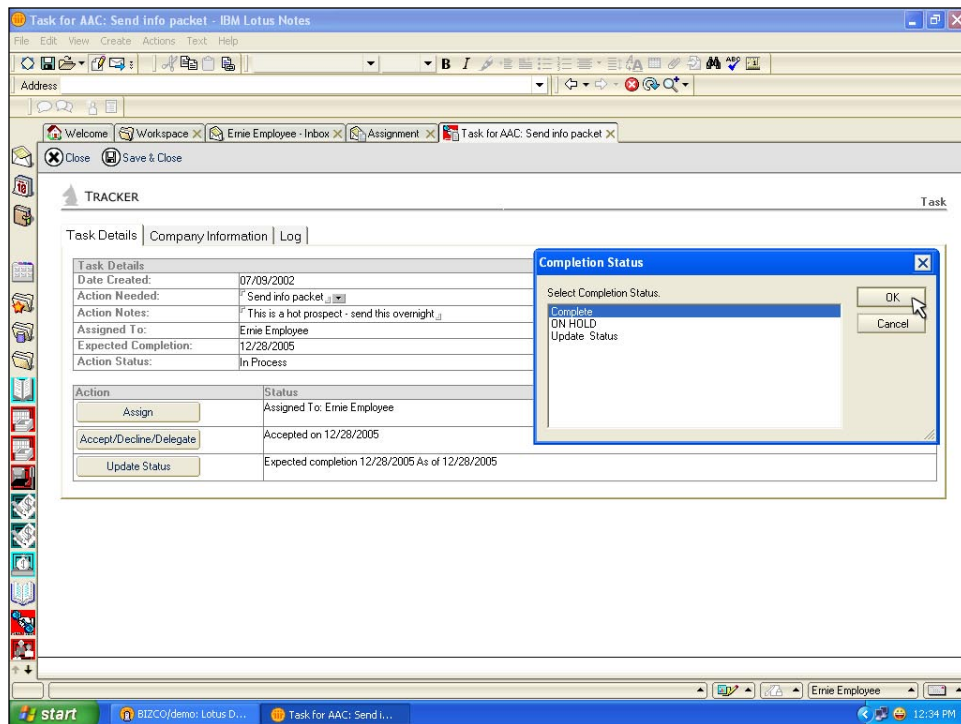
Manage prospects in a central location



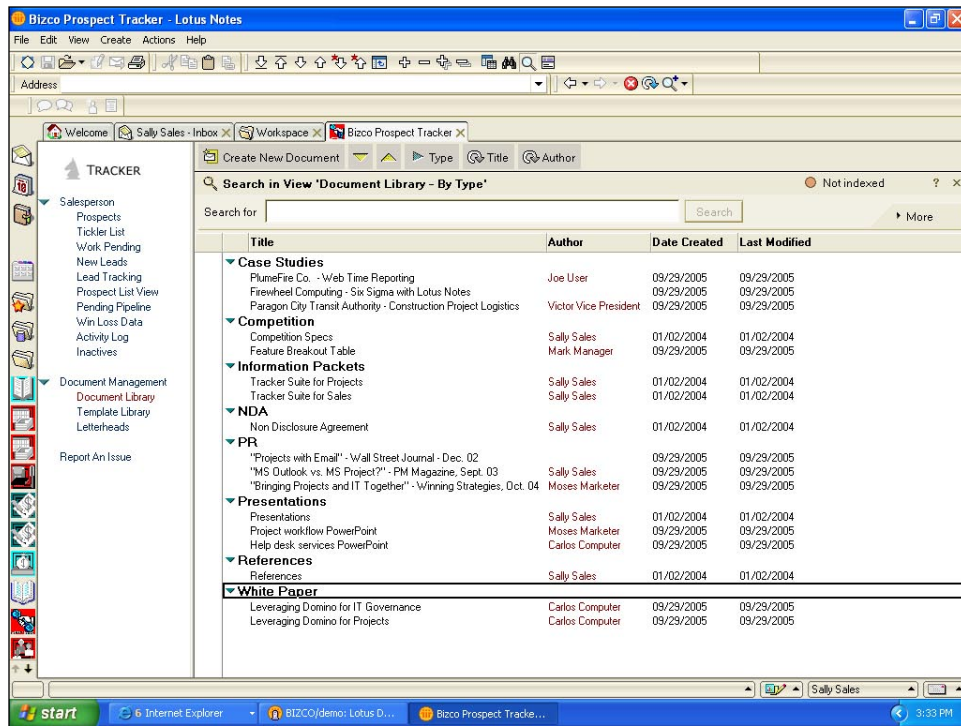
Prospect file



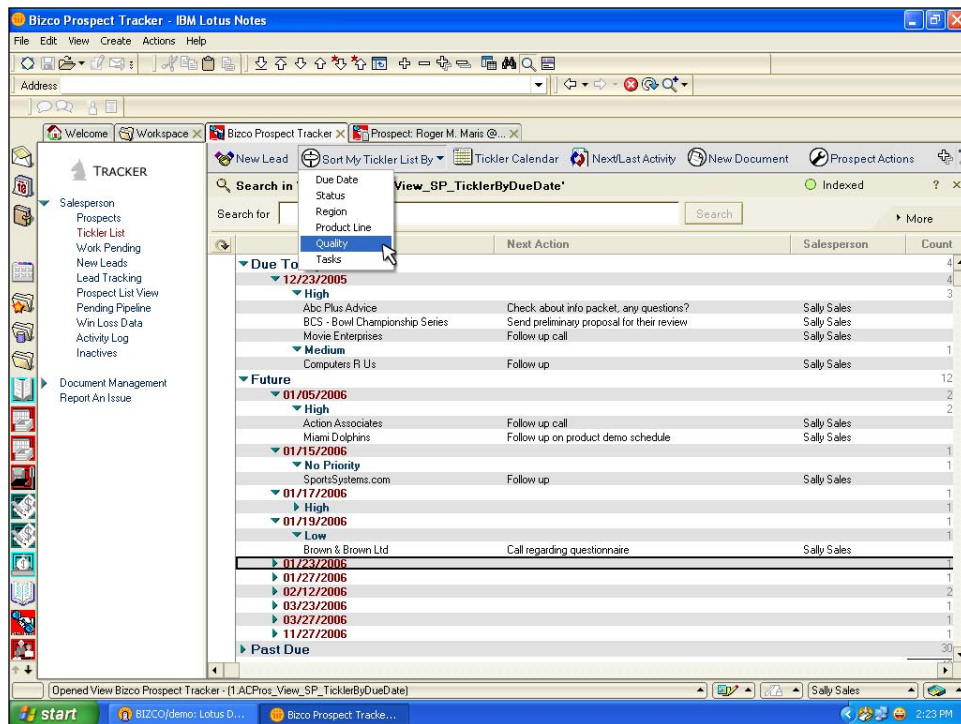
Schedule prospect activities



Manage prospect tasks



Manage marketing documents



Tickler lists

Bizco Prospect Tracker - Lotus Notes

File Edit View Create Actions Help

Address

Welcome Workspace Bizco Prospect Tracker

Sort By

Search in View 'Sales Executive - Pipeline - By Month' Indexed ? x

Search for Search More

	Customer	Comments	Lead Owner	Close	Odds	Forecast	Possible	Likely
2002							0 15,750	9,450
2003							0 100	0
2005							0 320,500	222,100
Feb							0 44,000	35,200
	Henderson Science Corp.		Sally Sales	02/2005	80%		0 44,000	35,200
Jun							0 50,000	50,000
	ActioneesAdventure		Sally Sales	06/2005	100%		0 \$50,000.00	50,000
Aug							0 51,000	40,800
	California Computer Corp.	Expects a high degree of customization	Sally Sales	08/2005	80%		0 51,000	40,800
Sep							0 21,500	12,900
	Action Associates	Need to have solution deployed by end of Q2	Sally Sales	09/2005	60%		0 21,500	12,900
Oct							0 100,000	40,000
	ABC International		Sally Sales	10/2005	40%		0 \$100,000.00	40,000
Dec							0 54,000	43,200
	Worldwide Consultants		Sally Sales	12/2005	80%		0 54,000	43,200
							0 336,350	231,550

start Internet Explorer BIZCO/demo: Lotus D... Bizco Prospect Tracker... Moses Marketer 5:19 PM

Review the pending pipeline

SportsSystems.com -> Sales Projection - Lotus Notes

File Edit View Create Actions Text Help

Address

Welcome Workspace Bizco Prospect Tracker Prospect: Michael Jordan @... SportsSystems.com -> Sales...

Recalculate Save & Exit Create Proposal

Document Information:

Company: SportsSystems.com Sales Group: Tracker Sales Managers
Contact: Michael Jordan Sales Region: North US

Projection Status: Win
Loss
Pending
Forecast

Win Amount: 41,000

Source: Sports show

Expected Contract: Month: Sep Year: 2005

Expected Payment: Month: Oct Year: 2005

Account Info: Active

Account Status: New Account

Account Type: Purchase

Closing Odds: 60% at stage: Quote Sent

Odds(%): 60 Stage: Quote Sent Gross Profit: 41,000

Quote Expires: 10/05/2005 16

Scene of Project: Platform online... Products Included: Rembrandt Mark V...

start Internet Explorer BIZCO/demo: Lotus D... SportsSystems.com -... Sally Sales 4:05 PM

Create projection documents