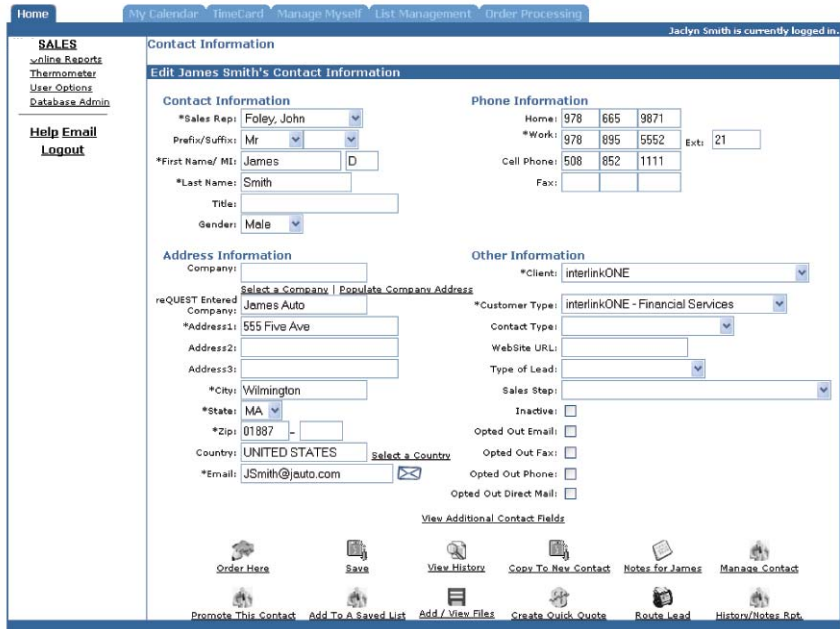


On-line Sales Force Automation



On-line Sales provides organizations with a comprehensive contact and list management solution designed to increase your sales and reduce your sales cycle time through the automation of your sales processes. This dynamic solution gives your sales force the ability to see which contacts and accounts are most likely to generate revenue for your organization and gives users the information they need to drive the process. As a result, the sales team can focus their energy in the areas that are more likely to generate revenue.



The screenshot displays the 'Edit James Smith's Contact Information' page. The interface includes a navigation menu at the top with options like 'Home', 'My Calendar', 'TimeCard', 'Manage Myself', 'List Management', and 'Order Processing'. A user notification indicates 'Jaclyn Smith is currently logged in.' The main content area is divided into several sections: 'Contact Information' (Sales Rep: Foley, John; Prefix/Suffix: Mr; First Name: James; Last Name: Smith; Gender: Male), 'Phone Information' (Home: 978 665 9871; Work: 978 895 5552; Call Phone: 508 852 1111; Ext: 21), 'Address Information' (Company: James Auto; Address1: 555 Five Ave; City: Wilmington; State: MA; Zip: 01887; Country: UNITED STATES; Email: JSmith@jauto.com), and 'Other Information' (Client: interlinkONE; Customer Type: interlinkONE - Financial Services). At the bottom, there are several action buttons: 'Order Here', 'Save', 'View History', 'Copy To My Contact', 'Notes for James', 'Manage Contact', 'Promote This Contact', 'Add To A Saved List', 'Add / View Files', 'Create Quick Quote', 'Route Lead', and 'History/Notes Edit'.

In addition, because the system enables on-line delivery and the tracking of electronic sales literature, your sales force will tighten the sales cycle.

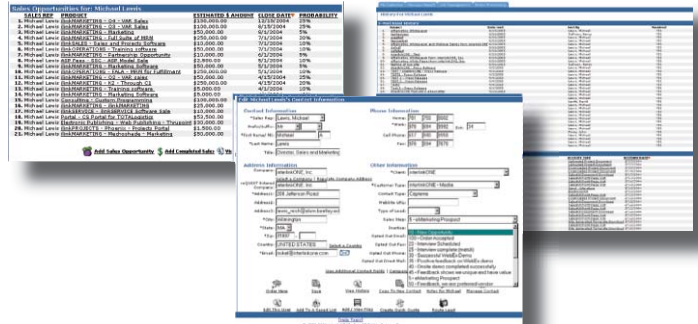
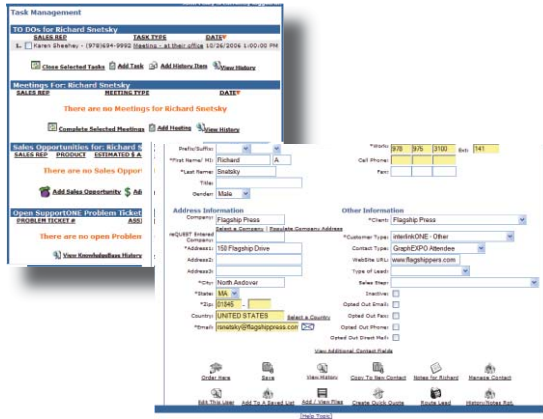
Elements

- Sales force automation
- Contact management
- Contact notes
- List management
- Account management
- Forecasting
- Pipeline reporting
- Email blasts
- Field sales automation
- Task and initiatives history
- Appointment management
- Response history

On-line Sales Force Automation

Sales Process Automation

1. Manage sales opportunities from the moment a lead enters the system through the entire sales process.
2. Drive the sales process using your preferred sales methodology. Administer sales steps based on your preferences and initiatives.
3. Viewing complete sales and marketing history reports for every contact gives you the ability to document proven and effective sales processes.

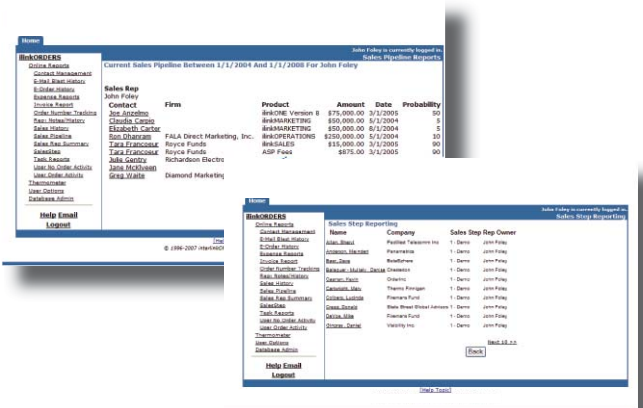


Contact Management

1. Manage your contacts from a single screen. Search and create lists for calls or follow-ups. Add, update and upload contacts to your targeted lists. Identify contacts by industry, position, or type of lead.
2. Personalize and tailor your email messages to your sales prospects for greater response rates. Send unique emails to "the masses" or to individuals.
3. Export contacts to Excel and CSV files with a click of the mouse. Send collateral out of your inventory system without leaving the sales tool.

Tasks and Comments

1. Associate tasks to contacts so follow-up actions occur on time. Tasks can include calls, meetings, emails, or sending literature.
2. Add notes to contacts, and associate documents to contacts. Spreadsheets, request for proposals, and quick quotes are associated to the contact for fast reference.
3. Route leads, view history, and update notes for the contact with one click.



ID	Name	Company	Address	City	State	Zip	Phone	Fax	Email	Created	Updated
11	John	John Doe	123 Main St	Denver	CO	80202	303-555-1234		john.doe@johndoe.com	2008-01-01	2008-01-01
12	Jane	Jane Smith	456 Elm St	Littleton	CO	80120	303-555-5678		jane.smith@janedoe.com	2008-01-02	2008-01-02
13	Bob	Bob Johnson	789 Oak St	Denver	CO	80202	303-555-9012		bob.johnson@bobjohnson.com	2008-01-03	2008-01-03
14	Alice	Alice Brown	101 Pine St	Denver	CO	80202	303-555-3456		alice.brown@alicebrown.com	2008-01-04	2008-01-04
15	Charlie	Charlie Davis	202 Cedar St	Denver	CO	80202	303-555-7890		charlie.davis@charliedavis.com	2008-01-05	2008-01-05

Sales Opportunities

1. Generate reports regarding open, pending or closed sales. View which sales prospects present the best opportunities.
2. Report on all sales that are at a particular step. View sales in the pipeline. Report on sales reps' activity and sales.