

SALESADVIZOR FOR

salesforce.com
Success On Demand.™



You've got 10 weeks left in the quarter, and you're worrying as to whether your team will meet its sales targets. And you think that some of them may be under performing, 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!.

SalesAdvizor

SalesAdvizor 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 the train from London to Glasgow. Work offline or online; and you can take a snapshot and save the results for viewing later.

With SalesAdvizor 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. You analyse 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? SalesAdvizor 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 and no fancy set-up.

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

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 Set-up

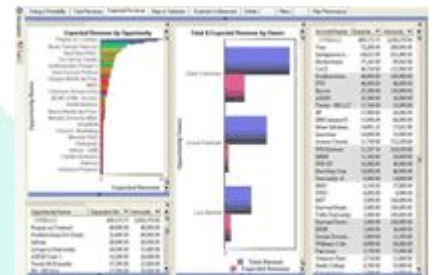
There is no set-up time with SalesAdvizor. You simply click on the SalesAdvizor icon on your desktop and start analysing.

Analysis Aids

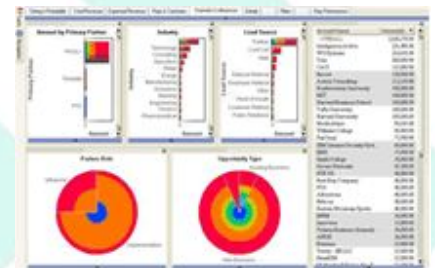
Enhance your analysis with ADVIZOR's unique analysis aides. Includes: Bookmarks, Colour Workshop, Data Workshop, Expression Builder, Hierarchy Wizard, Filters, Template Library, Date Parser, Chart Property Explorer and Navigation Panes.



Instant Answers - 6 Preset, Interactive, and Linked Dashboard Pages
(3 of which are shown here)



Total and Expected Revenue



Channels and Influences



Sales Executive Performance

About 4D:

4D is located in Congleton in Cheshire. The company is built on providing a high level of Consultancy, Training and Service for Cognos BI, Advizor and MetaManager, a Management and Administration Tool for Cognos Environments as well as delivering end-to-end Management Information Solutions, Business Intelligence Applications and Data Warehousing Projects.

Data Connections

Wizard driven access to a variety of data stores. Import one table or many. Use link wizard to link and join data from: Salesforce, Microsoft Excel, Text Files, and Microsoft Access

Not Just Pre-Set Dashboards

With SalesAdvizor, 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.

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 non-stop world!” **EVP Sales & Marketing - Lakeview Technology**

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 displays using our suite of 15 charts. Including 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-dimensional slice and dice analysis. Includes linking of colours across charts, setting of colour to any dimension, linking of selection across charts, filtering, animation and interactive brush-up labelling.

Powered by Visual Discovery

Visual Discovery™ drives ADVIZOR'S exclusive display and interaction capabilities, enabling intuitive analysis with powerful charts and dashboards. Simplicity is the theme, and with a simple sweep of a mouse knowledge workers can explore areas of interest, select subsets, correlated across dimensions, navigate up and down hierarchies, animate over time and build descriptive and predictive analytic models

The ADVIZOR platform includes:

- ◆ 14 ADVIZOR Charts that support all business display needs
- ◆ Visual Discovery that includes both interactive visualization and predictive analytics for analysis
- ◆ Data Pool Architecture for fast calculation, aggregation, selection, filtering, display, and export
- ◆ Point-and-click interface so that “all you need is a mouse

The Top five reasons to choose Advizor

- 1 You need answers to the question ‘why’
- 2 You are frustrated with piles of static reports
- 3 You are bogged down trying to ‘slice and dice’ data in spreadsheets and pivot tables
- 4 You need to explore both summary and detailed data
- 5 You need to communicate findings clearly with standard office tools

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