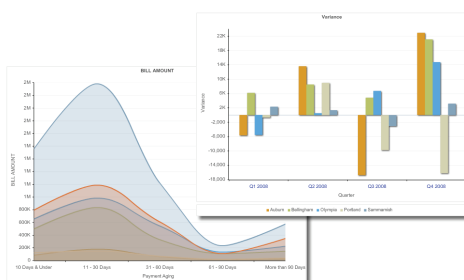# pivotlink
Intelligence on demand

Sales Analysis and Reporting Solution

Across industries, sales organizations are being asked to do more with less, while ensuring they meet more aggressive sales targets. For most companies, sales and customer data is scattered across disparate transactional systems. Additionally organizations are hampered by information that is incomplete, out of date, or otherwise inadequate to answer critical business questions. It is no wonder why sales operations managers spend hours a day pulling data into complex spreadsheets in hopes of managing the sales pipeline and measuring and evaluating sales performance. Without the right information at their fingertips and visibility across the business, sales operations managers cannot succeed.

> "Getting visibility into our business in ways that weren't possible before with last gen BI solutions or excel, is imperative in this business climate. PivotLink offers an impressive time to value and solves specific and immediate business needs without taxing valuable IT resources."
>
> — Tom Svec, Taleo

How easily can your company answer the following questions today?

- Analyze current and historical information to understand sales performance.
- Analyze historical pipeline trends and introduce best-practice sales reporting for management as the business grows.
- Understand why more deals aren't closing.
- Slice, dice and trend information from Salesforce.com.

Too often, strategic questions like these are left unanswered, or the insight is lost in an isolated spreadsheet that didn't roll-up into a management report in time. In many cases, this approach results in bad decisions, missed revenue opportunities or worse – your competitor wins the deal.

Sales Analysis and Reporting Solution – Manage and execute with relevant business insight
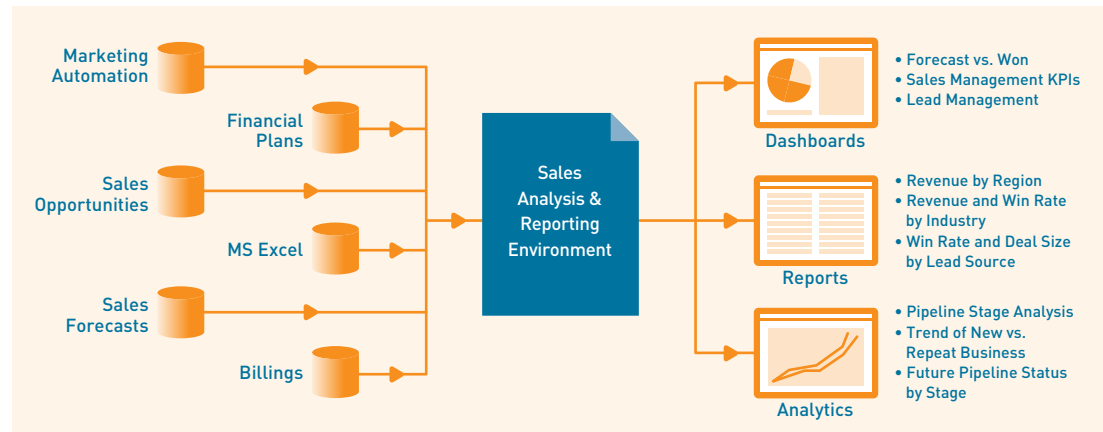
Tired of "stare and compare" in excel or spending days building basic reports for management? PivotLink sales analysis and reporting solution helps sales operations managers get out of excel hell and measure what needs to be managed. Our sales analysis and reporting solution dramatically improves the effectiveness of sales people by providing real-time, actionable insight into every sales opportunity. With more accurate sales forecasts and enhanced identification of potential problems and opportunities, PivotLink's solution helps reps close business faster and increase overall sales revenue.

For small to mid-size companies that are looking for advanced reporting capabilities and real-time dashboards, PivotLink for Salesforce.com is a proven solution for gaining better insight into SFDC data. The solution supports the full range of reporting needs for sales reps and sales management including cross object reporting, snapshots and pipeline visibility.

PivotLink delivers the most reliabe, affordable and fastest way for sales professionals to analyze the data that matters most to their business. On-demand!

Common sales reporting and analysis architecture.

Features:
• Combine data from multiple sources
• Securely view, schedule, refresh and share reports online
• Dashboard views for sales management
• AppExchange Certified
• User import and single sign on – seamless access to reports using Salesforce.com credentials
• Create advanced reports by combining data from any table, object or even existing SFDC data

Benefits
• Analyze pipeline opportunities to determine actions required to meet sales targets
• Measure and "snapshot" pipeline value, week over week, month over month, year over year
• Create trend charts and dashboards for all key sales metrics
• Track and compare average stage duration overtime
• Analyze variance between bookings and quota to the same point in time in previous periods
• Determine which products and customer segments generate the most revenue

ABOUT PIVOTLINK

San Francisco, CA based PivotLink is privately held, rapidly growing company leading the industry in BI technology innovation. We pride ourselves on drastically reducing the cost and time required for implementing business intelligence. Visit us on the Web at www.pivotlink.com

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