

Managing your own sales activity or your sales teams activities is made much easier with the introduction of Pipeline.net. You can now take a broader view on sales forecast information and the activities associated with each opportunity recorded in SuperOffice CRM. You can see how you or your team are performing against plan - check what the figures are looking like for the next three month window. Make sure that your not neglecting any of your accounts - monitor the history of a sale - know what to do next - at a glance.



## Sales Management simplified

Many organisations use spreadsheets to 'manage' all of their sales opportunities, with all of the copying and pasting, and emails and phone calls and last-minute chasing updates before the sales meeting starts, that we have all been involve d in! Keeping up to date with everyone's sales forecast can become a logistical nightmare! Making a change in SuperOffice CRM is reflected without any of the "manual intervention" in **Pipeline.net** - so the graphs and the figures add up - all of the time.

## View what you need, when you need it

**Pipeline.net** has extensive filtering options, view sales forecast information by period - month, quarter, year or from/to dates and filter those periods by forecast date, registered date or next action date. Sales forecasts without a next action! of course their shouldn't be any, but just in case their are - see them all in one view! Check all of the forecast by sales group, sales person, probability, competition, category, status and source - and in any combination. In addition view the figures and graphs based upon those filter options.

## Sales activity management

**Pipeline.net** simplifies the association of sales activities to sales forecast information, and also links to SuperOffice CRM projects if required. Any SuperOffice CRM activity or forecast can be edited from within the Pipeline.net environment. It is also very easy to track all of the activity history associated with each opportunity and see a graphical representation of the history of the sale.

## Configured to suit your requirements

The **Pipeline.net** configuration tool allows you to tailor the way that **Pipeline.net** looks and works to match your needs and is totally integrated within the SuperOffice CRM web panel interface.

- Simplified sales management
- Extensive filtering options
- Sales tracking linked with SuperOffice CRM projects
- Configurable to suit your needs
- Fully integrated in the SuperOffice CRM interface

For a more detailed introduction to Redcastle CRMPlus Pipline.net, and other components of the CRMPlus family, please email [sales@redcastle.co.uk](mailto:sales@redcastle.co.uk).

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