

## Powertrak™ Forecasting / Demand Planning for the High Tech/Light Manufacturing Industry

Built to handle complex multi-channel detailed revenue forecasting for sales, financial and manufacturing groups, this module provides a simple yet powerful global planning solution.

Create multiple forecast versions to motivate the sales division while keeping your financial plans conservative. Bring your partners and divisions in over the web with no spreadsheets to fill out and consolidate. You can plan down to the individual account, product SKU and discrete territory level. Quickly set up extended dimension fields to key in on geography, product types and other filters.

Powertrak forecasting / Demand Planning keeps training costs down and helps you get your forecasts done in record time through the use of simple browser entry, and eliminates the need for messy spreadsheet handling.

Build forecasts quickly and instantly view updated versions as managers and partners complete their piece over the web. Start out with high level forecasts by period by division and drill down into detail all the way to the individual account, product sku and discrete period when you can. Reports show you actual progress as Microsoft CRM Opportunities are maintained.

Finally, you can see all of this in one place to improve sales motivation and avoid financial surprises.

### Product Summary

#### Multi-Channel

Inside and Outside sales teams can use Powertrak Forecasting from anywhere, anytime.

#### Multiple Forecasts for Sales, Finance & Production

With unlimited forecast versions, you can keep financial, sales, and production versions of the same revenue forecasts to manage and motivate.

#### Detail down to Account and Product

Drill through flexible territories down to the individual account and product SKU level by time period for key accounts.

#### Definable Dimensions & Calendar

Add visual cues such as cities, zip codes, product types and more to make the forecast as easy to work with as possible. Set up flexible periods in a simple web-based administration tool.

#### Web-based Handles any Channel

Secure filtering means that partners and inside staff can update their numbers from anywhere with little or no training.

#### Microsoft CRM for Goal Tracking

Analyzes Microsoft CRM Opportunities Management system to track progress.

#### Multi-Currency

Designed to support multiple currencies and EU triangulation, full currency handling for a truly global solution.

### Product Details

#### Instant Visual Scorecard

- How are your inside and outside sales channels doing compared to the sales forecast?
- How about compared to your must-have financial forecast?
- Does everyone in your sales organization know where they are before the weekly sales meeting?
- Powertrak provides the simple way to keep everyone on track and maximize motivation.

## **Product Details**

### **Multiple Channels**

- Powertrak territories can be set up for inside and outside sales with simple yet effective system security to avoid channel conflict.
- Use the optional Powertrak Portal to provide outside channel access to the system and keep sales management time down.

### **Definable Dimensions**

- Show columns for geography, customer names, periods, product information and more to keep the forecast "real" without coding or expensive system modifications.

### **Streamline Your Forecasting**

- Web screens and simple drill-down functions keep training time down and avoid spreadsheet consolidation nightmares.
- Your sales channel will stay happy and keep you off the phone tracking down updates.

### **Built on Microsoft CRM**

- Microsoft Dynamics CRM provides full Opportunity Management in a scalable, integrated CRM system. Powertrak is built in the same tools and shares the same data.

### **Flexible Period Calendar**

- Whether you have 13 4-week periods, work by the quarter or have seasonal fluctuations, you can set up your own calendars and forecasting periods for each business unit.

### **Multiple Currency Support**

- Built to handle multiple currencies and Euro translation, the system can handle complex multi-national enterprises.

### **Complete Reporting & Modification**

- In addition to the online real-time rollups and calculations built into the web interface, Powertrak uses Crystal Reports for reporting.
- Use the Powertrak standard reports built within this industry-standard tool to keep tabs on where you are, and modify them quickly and easily to focus in on the key factors that you need to manage.
- Powertrak is also modifiable through the optional Powertrak Application Builder, so you can interface to your ERP and other back-office systems.

### **A Complete CRM Solution**

- Add Powertrak modules for specific industries, or add the general modules to improve every customer-facing department, even for multi-channel distribution and house holding situations.
- Powertrak, Microsoft CRM and ERP solutions like Microsoft Great Plains Financials can help you round out a complete one-stop solution.