










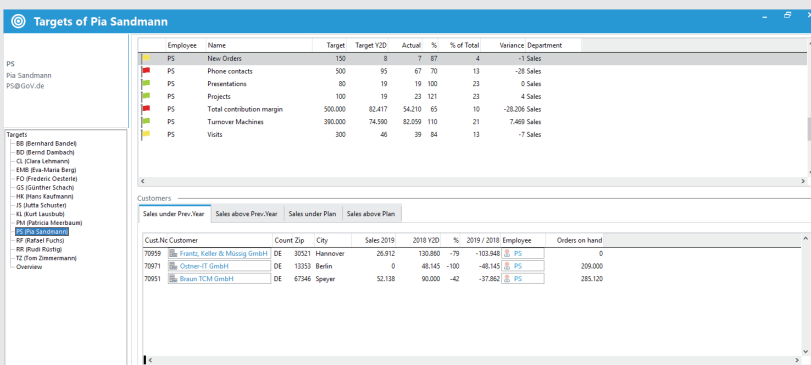


TARGET.Sprint

- 
Target definitions
 - Target agreements per employee, team, department, client or the company
- 
Definable
 - Definable criteria, e.g., for sales, new customers, etc.
 - Target definition with copy feature
- 
Signals
 - Target achievement indicated by color markers
 - Customizable target corridors
- 
Adjustments
 - Possible target adjustment at variable times
- 
Early warning system
 - Current target/performance comparisons
- 
Customer sales revenue
 - Plus / Minus lists
 - Switch to the address
- 
Trend reversal
 - Indicates when the purchasing behavior has changed
- 
Rights management
 - Rights system defining who is allowed to see the targets of other employees
- 
ERP interface
 - With SMARTCRM.ERP: import of the figures material from the ERP system

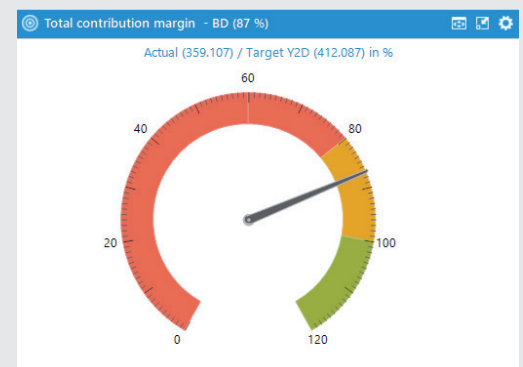
Create a sense of achievement

Since with SMARTCRM, you keep the target in mind.



Employee	Name	Target	Target Y2D	Actual	%	% of Total	Variance	Department
PS	New Orders	150	8	7	87	4	-13 Sales	
PS	Phone contacts	500	95	67	70	13	-28 Sales	
PS	Presentations	80	19	19	100	23	0 Sales	
PS	Projects	100	19	23	121	23	4 Sales	
PS	Total contribution margin	500.000	82.417	54.210	65	10	-38.206 Sales	
PS	Turnover Machines	300.000	74.590	82.059	110	21	7.469 Sales	
PS	Visits	300	46	39	84	13	-7 Sales	

Customer	Count	Zip	City	Sales 2019	2018 Y2D	%	2019 / 2018	Employee	Orders on hand
70939	1	30521	Hannover	23.912	100.000	-79	-103,84%	PS	0
70971	1	13353	Berlin	0	48.145	-100	-48,145%	PS	209.000
70951	1	67346	Speyer	52.138	90.000	-42	-37,86%	PS	285.120



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smartcrm.gmbh/en/company/online-demo



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