



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**

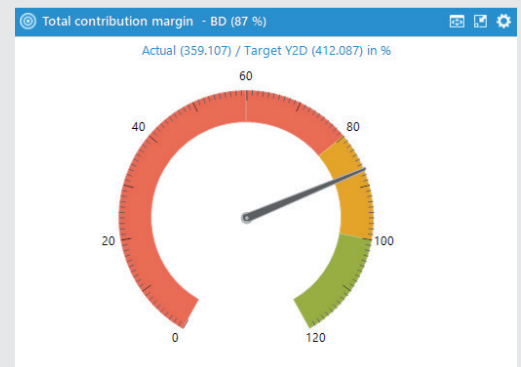
 - With SMARTCRM.ERP: import of the figures material from the ERP system

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	83.617	54.210	65	10	-38.206 Sales	
PS	Turnover Machines	390.000	74.590	82.059	110	21	7.469 Sales	
PS	Visits	300	46	39	84	13	-7 Sales	

Customer	Count	Zip	City	Sales 2019	2019 Y2D	%	2019 / 2018	Employee	Orders on hand
70993	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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