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.

Target agreements for the employee PS (6)

Target	Target Y2D	Actual	Targets achievement
Total contribution margin	438.186	1.183.319	160 %
Phone contacts	95	67	71 %
Presentations	19	19	100 %
Visits	46	39	85 %
Turnover Machines	74.590	82.059	110 %
Projects	19	23	121 %

Turnover Machines - PS (110 %)

Actual (82.059) / Target Y2D (74.590) in %
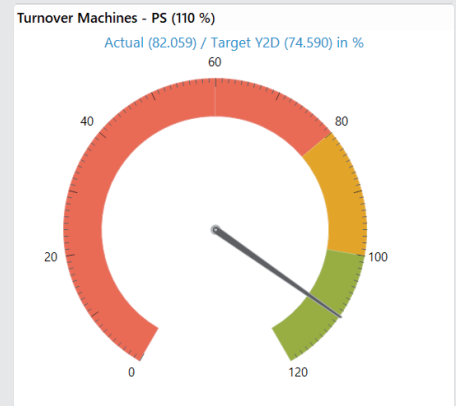
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