



Time-based Analysis mini-app:

Is business really down? Now you can know for sure.

The problem

Your CRM system gives you a nice snapshot of today's pipeline. But what if you need to compare it to last year—or last quarter? It's hard to know if your business is up or down when you have nothing tangible to compare it to.

The answer

With Advantenon, you can compare your pipeline today with your pipeline from last year, last quarter or any past period. And we can segment the information by virtually any variable—sales rep, industry, region, etc. So you can do an in-depth quarter-over-quarter or year-over-year comparison. And you can see immediately if your business is off and where the gaps are.

Mini-app Highlights

- Compare today's pipeline with any past period—last quarter, last year, etc.
- Quickly identify when business is up or down—and where
- Break down data by customer, vertical market, sales rep or region
- Drill down through multiple levels, i.e., region to territory to sales rep
- Connect to data in your CRM, billing and other systems in real time
- Get accurate, detailed information and meaningful analysis with drill-down ability
- See actionable, real-time data to make better-informed decisions
- See colorful, easy-to-read charts and graphs
- Access data on any platform, even mobile devices



Compare current pipeline to last quarter/year by sales rep or sales process stage.



Compare current pipeline with the last 3 or 12 months by sales rep or sales process stage.



advantenon

MINI-APPS FOR NIMBLE BI

Learn more online at www.advantenon.com

Reports & dashboards included

- Sales pipeline by rep, manager and region by product category vs. plan
- Sales pipeline quarter to date and year to date
- Sales pipeline comparison against last Month, trailing 3 months, and trailing 12 months
- Sales pipeline comparison against last quarter and last year

Data sources we can connect to

- Current and past pipeline info from CRM system
- User-created spreadsheets
- Text file extracts from other systems
- Databases from other systems (SQL Server, Oracle, etc.)

Price

\$7,450

This price includes the mini-app, all reports and dashboards, and integration to your custom data sources.



View and interact with the same data on your mobile device.