

## NEHANET Design Win Tracking

### OVERVIEW:

The NEHANET Design Win Tracking solution gives you and your team an efficient tool to create new leads, track key milestones, manages daily Design Win Tracking details and keep deals moving towards a close. You can easily adapt the system to your current pipeline processes, allowing you to drive the system by your key attributes, such as region, channel and deal size.

### BUSINESS BENEFITS:

#### Focused Sales Methodology

Drive your sales process with an automated system based on industry best practices, ensuring your sales process is focused and effective. No longer will deals slip through the cracks or fly under the radar when you have clear audit trails, a powerful workflow engine and customizable and drillable data fields.

#### Increase Revenue

With a powerful automation system that saves time, an RSM can deliver greater account focus and coordination, which can result in one new design win per year or even more. For a company with five RSMs and annual design win revenue of \$50M, the company could realize \$250K or more in incremental revenue.

#### Improve Sales Team Productivity

Reduce the amount of time your sales team spends coordinating information to provide updates to executive staff. For a company with five RSMs, this timesaving could easily exceed two hours per RSM per week, for a total savings of ten hours a week... that's the equivalent to one fourth of a new sales person!

#### Instant Global Design-In Visibility

Understand the status of all your design-in opportunities across the globe with the click of a button. You don't need to wait for excel spreadsheets be rolled up or for next weeks meeting to understand where each deal stands along with its key issues. Your automated system will give you real time deal information for the rep down the street as easily as it will for the rep half way around the world.

*"We would have hired additional personnel to manage a single distributor and 14 rep groups."*

Opportunity ID	Name	Status	Channel	Region	Total Revenue	Forecast	Deal Value
1000000001	Example Deal	Open	Channel A	Region X	\$1,234,567	\$500,000	\$734,567
1000000002	Another Deal	Open	Channel B	Region Y	\$987,654	\$400,000	\$587,654
1000000003	Third Deal	Open	Channel C	Region Z	\$543,210	\$200,000	\$343,210
1000000004	Fourth Deal	Open	Channel D	Region W	\$210,987	\$80,000	\$130,987
1000000005	Fifth Deal	Open	Channel E	Region V	\$123,456	\$50,000	\$73,456

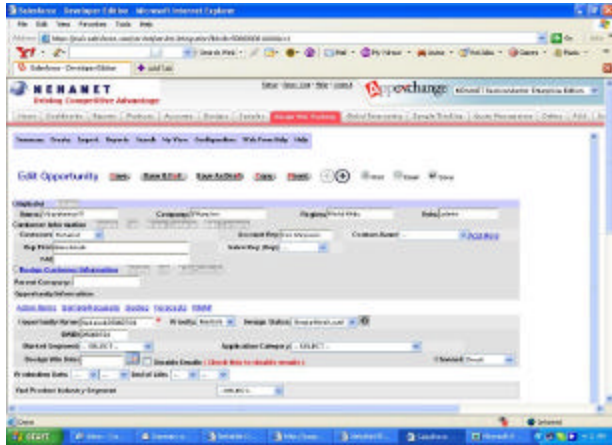
*"As head of sales, I am glad we obtained a means of evaluating our sales force objectively through system-generated analytics."*

#### Be Proactive, Not Reactive

Take the action before it turns into a reaction. With a clear real time picture of all the details for all of the deals in your pipeline, you can manage accounts strategically to take advantage of a competitors delay or shore up a potential problem before it ever arises. With NEHANET you stay ahead of the curve with each of your deals.

**Global Collaboration**

Give your teams the power to understand what is going on in the pipeline. For instance, you can allow your design region teams to gain visibility into the production region and point of sale, while letting the production region gain visibility into the design region to understand what opportunities are coming down the road.



**FEATURES:**

- Deal Stage Attributes and Checklists
- Pipeline Power Grid with on-screen editing
- My View Control
- Role-based Visibility
- Personalized portal pages
- Searchable and reportable customized fields
- Detailed Audit Trail
- Secure file attachments of any type
- Ad-hoc searches and reports
- Report Export
- Instantly track deal status upgrades, downgrades and updates
- Product catalog with part selector
- Automatic price loading from your catalog
- Customizable email alerts
- New customer 'Hot Start'
- Two-click Smart Jump
- Flexible reporting and analysis
- Microsoft Excel integration
- Microsoft Outlook integration
- HTML Editor

**REQUIREMENTS:**

Salesforce Editions: Unlimited, Enterprise, Professional, or Developer

**SPECIFICATIONS:**

Publisher: NEHANET Corporation  
 Type: Native Application  
 Category: Manufacturing, High Tech Manufacturing  
 Pricing: FREE

www.nehanet.com  
 5001 Great America Parkway Suite 250,  
 Santa Clara, CA 95054, USA.  
 1-888-NEHANET.

NEHANET Corporation is the premier provider of sales, support and marketing automation solutions and services to the electronic components and related industries. Let NEHANET bring its in-depth domain knowledge and years of experience with industry best practices to your business today.