

FunnelSource for Salesforce.com

Providing key sales analytics and meaningful business insights in a single pane of glass

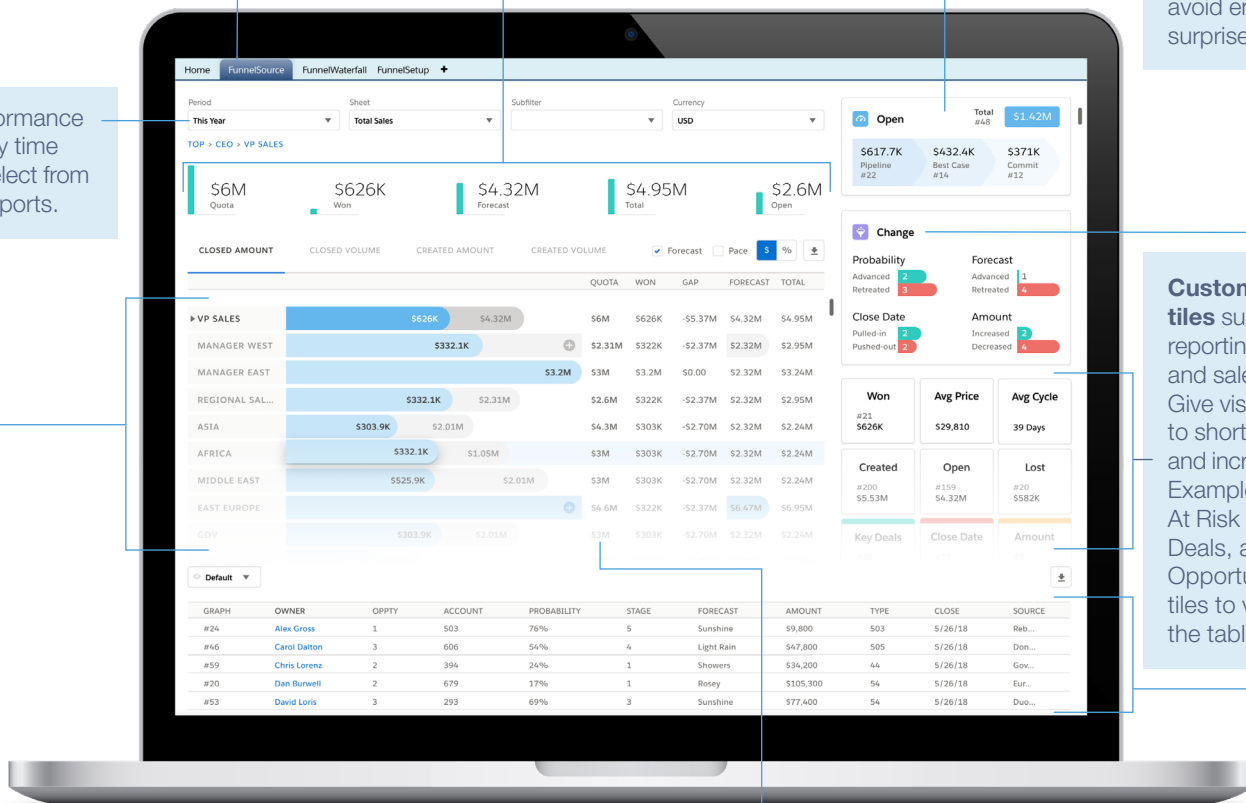
Built **natively** inside salesforce.com. **One screen** to replace countless dashboards and reports. Get everyone's eyes on the same page to improve **communication** and **accountability**.

Get high-level summaries by company, role, or rep.

Get an overall view of the pipeline broken down by Forecast Category.

See **pipeline changes** over any time period. Identify trends and uncover risks so you can take action now to avoid end-of-quarter surprises.

View performance across any time period. Select from prebuilt reports.



Blue bars show won opportunities for the period. **Gray bars** show open opportunities forecasted in the period. Bars move left to right towards **quota** for the selected period.

Get **accurate forecasting** without the spreadsheets. Able to handle the complexity of multiple products or revenue streams.

Quickly **drill into managers and reps** to assess the accuracy of their numbers — **perfect for weekly coaching calls**.

View **quota** for the selected period alongside related performance metrics. An intuitive quota engine lets you quickly assign **multiple targets** for a more granular view of the business.

Click on visuals above to open related opportunities in a **customizable data table**. Sort and group opportunities by clicking column headers. Inline edit directly from the table or open opportunities in salesforce by clicking their name or edit link.

Customer-specific tiles support unique reporting requirements and sales processes. Give visual guidance to shorten sales cycles and increases win rates. Example tiles include At Risk Commits, Key Deals, and Pushed Opportunities. Click tiles to view details in the table below.