



SALES PIPELINE MANAGEMENT DASHBOARDS

Regain Full Sales Pipeline Visibility with our Dashboard Starter Pack

BUSINESS SITUATION

All CRM systems, whether you're using Microsoft, Salesforce or another solution, overwrite transactional CRM history daily. As a result, companies lose visibility into their Sales Pipeline and are unable to track opportunity history or view pipeline retrospectively.

For example, without the transactional history, you are never able to view what your pipeline was like during a particular month as if you're in that month – until now.

SOLUTION

MCA Connect's data warehouse, DataCONNECT, solves this issue, allowing you to regain full visibility into your sales pipeline with easy-to-understand Microsoft Power BI dashboards. DataCONNECT loads incremental and transactional history in real time, streaming the data into Power BI for easy visibility and actionable insight.

The Sales Pipeline Management Dashboards allow you to deeply analyze your sales pipeline using different slices to look at the opportunities. These dashboards can also conveniently translate to your phone or other mobile device.

Please note that this solution requires Azure and Power BI Licensing from Microsoft.

Power BI

AT-A-GLANCE

Business Situation

All CRM systems destroy transactional CRM history daily, resulting in a loss of transactional sales stage history.

Solution

Combining our data warehouse with Microsoft's Power BI dashboards, MCA Connect's Sales Pipeline Management Dashboards allow you to keep transactional sales stage history and regain full visibility into your sales pipeline.

Starter Pack Dashboards:

- Opportunity Performance
- Opportunity Leaderboard
- Opportunity Won/Loss
- Top Won/Lost Opportunities
- Top Open Opportunities
- Pipeline Summary
- Pipeline Trend
- Lead Analysis
- Quote Analysis



Gold Cloud Business Applications
Gold Cloud Customer Relationship Management
Gold Enterprise Resource Planning
Gold Cloud Platform
Gold Data Analytics
Gold Data Platform

Clients that leverage our Sales Pipeline Management Dashboards gain visibility they didn't have before.

THESE DASHBOARDS ALLOW YOU TO DRILL DOWN INTO AND UNDERSTAND:

- Opportunity history as it progresses through each sales stage
- Average sales cycle time by opportunity stage
- Length of each stage in sales cycle by service offering or line of business
- View your pipeline as it was on a particular date, as if it was actually that date
- Leading and lagging indicators showing whether your pipeline is growing or shrinking day-to-day or week-to-week

OUR LIMITED TIME PROMOTIONAL OFFER

For a limited time, we're offering a "starter pack" with 9 dashboards for a discounted price. This starter pack includes:

- DataCONNECT Data Warehouse
- Sales Pipeline Management Power BI Dashboards, including annual support:
 1. Opportunity Performance
 2. Opportunity Leaderboard
 3. Opportunity Won/Loss
 4. Top Won/Lost Opportunities
 5. Top Open Opportunities
 6. Pipeline Summary
 7. Pipeline Trend
 8. Lead Analysis
 9. Quote Analysis
- MCA Connect Services (80 hours of technical services)

The total for this pack is \$100,000, but we're offering a discounted price of \$60,000 for a limited time.

ABOUT MCA CONNECT

MCA Connect has been an award-winning Microsoft Gold partner for more than a decade. Our experienced Business Analytics practice provides you with the tools and training to obtain nearly real-time, actionable business insight.

Contact MCA Connect to learn how we can bring value to your organization at www.MCAConnect.com or calling 1-866-622-0669.

