

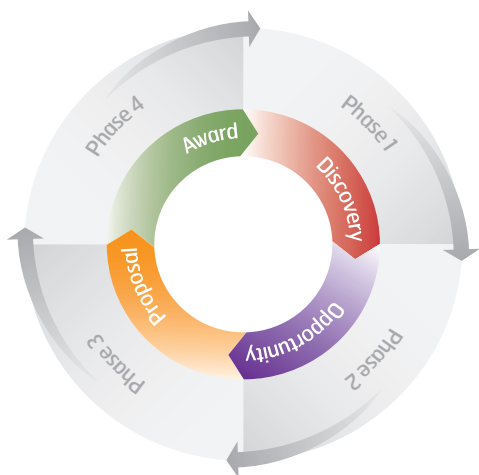
Enhance your Opportunity Management experience with RadianScore®

The changing and challenging world facing today's **Business Winners** calls for an innovative approach to how Teams and their Managers work together to deliver their Revenue and Performance Targets.

RadianScore for Appexchange provides a unique link from salesforce.com 'Opportunities' to a structured approach for winning business. Carefully researched business winning objectives and coaching notes are customisable to suit your culture and style. No more wasted time on old-style reporting and justifying progress.

RadianScore graphics show the objectives achieved and planned future actions. A common language ensures effective communication and encourages team integration.

RadianScore for Appexchange gives clear visibility of the Sales Cycle identifying progress and barriers to success. Business Winners and marketers can work together to convert Leads to Opportunities – and more effectively manage the entire process. Automatically produced Dashboards and Reports provide the opportunity to develop 'Self Managing' teams with all the benefits of increased effectiveness and motivation. Reward programs are easy to monitor and will be seen to be fair. A range of Business Drivers, including ROI, give managers at all levels real-time access to evidence based reports. The Team and their Managers have the tools to deliver their performance targets with **RadianScore**.



RadianScore®

Business Winning Performance Management

for **the Appexchange**

salesforce.com
AppExchange Partner

the Appexchange
CERTIFIED

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The benefits

- ∅ **A Self Managing process which gives the Team and their Managers a structure where ideas and initiatives can be expressed. Progress can be measured, managed and rewarded.**
- ∅ **Shared Objectives provide common purpose with common goals and shared visibility of progress across the Business Development Cycle.**
- ∅ **Compliance issues, competency frameworks, coaching, performance management and reward programs are easily managed and monitored through easy to read graphics, dashboards and reports.**
- ∅ **The RadianScore framework is designed to deliver your strategy and targets.**

1. Decide your Objectives

From the salesforce.com Opportunity you are working on, create a new RadianScore task against the Opportunity, to launch the RadianScore 4 Phase Sales Cycle. Decide on your Objectives: The 4 Phases of Discovery - Opportunities - Bids - Delivery each have carefully researched Business Winning Objectives and Coaching Notes. You can customise these if you prefer to suit your own business culture.

2. Review your Results

Before the call click on your chosen objectives to provide an Interview Plan. After the call - click on the objectives you have delivered and any others you have achieved and score them. The review process encourages an objective view of the call.

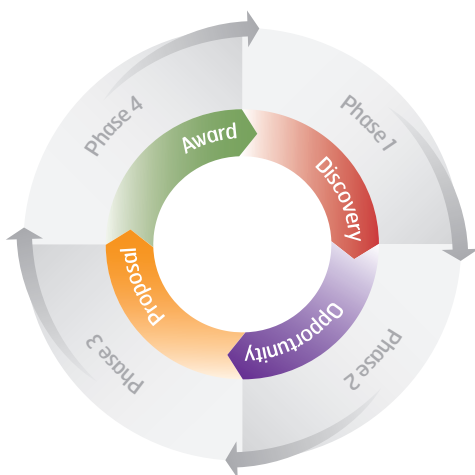
- ∅ What happened?
- ∅ Where were the successes?
- ∅ What could have been improved?
- ∅ What next?

3. Decide on your next Actions

You will be able to see progress across the Sales Cycle for each individual and team - for each client - each opportunity. Plan your next steps to success. Choose your next objectives. Work with other team members. Prepare a bid, discuss your negotiating tactics. Make a Plan.

4. Measure Progress and Track Performance

RadianScore reports provide valuable insight to individual and team performance. Dashboards give costs per call and total investment on each customer and opportunity. ROI reports provide dynamic management tools to introduce and monitor Business Drivers and KPI programs. High visibility graphics and analytics provide real opportunities to run a successful Sales Team Performance Management Program.



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