

Business Drivers check your dashboards with RadianScore®

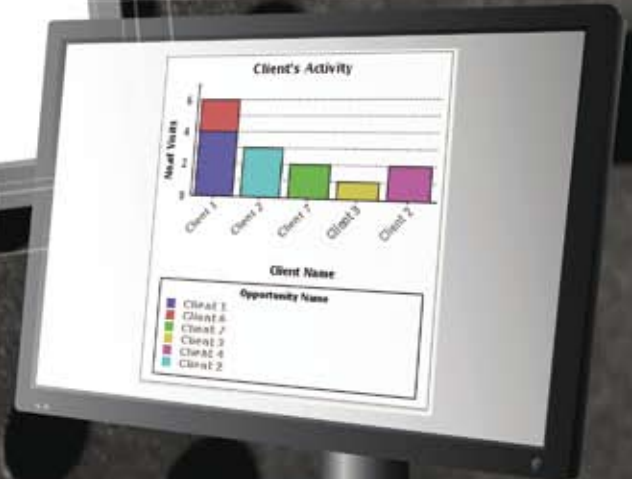


Investment in Business Winners

- > Identify success and progress
- > Identify barriers to success
- > Identify coaching + training needs

Total Investment by Customer

- > 'The customer is always right' But... is it the right customer?
- > Measure your investment.



ROI



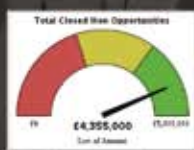
- > Are you investing in your sales/business development team to get the best returns?

Convert Opportunities to Orders



- > Convert your Salesforce.com opportunities to fully qualified orders
- > Measure your conversion rate

Customer Acquisition



- > Measure your success rate against the investment in team activity
- > Analyse business won against you sales plan

RadianScore® is the vehicle to deliver the winning strategy with [salesforce.com](https://www.salesforce.com)