

GoBiz XL Sales is an on-demand solution to help small business optimize sales opportunities with better organization, faster access to information, improved responsiveness to customers, and understandable analysis. GoBiz Sales XL features the functionality that helps you land the accounts to grow your business.

Only GoBiz XL Sales is dedicated to the small business sales cycle from the initial lead to delivery. The GoBiz XL Sales makes workflow easy to manage from any vantage point, providing better communication among the staff, more visibility of the sales process, and better understanding of customer needs and demands. GoBiz Sales XL leverages the impact of sales on the small business bottom line.

For the Sales Manager

Whether your sales force is internal, throughout the region or around the world, GoBiz Sales provides you with an easy, affordable and streamlined approach to managing your sales force for optimum results. Get a 24/7/365 360-degree view of all sales activity throughout your business, and provide your team with only relevant information. With instant access to the facts, you'll have all the data you need to assign, analyze and monitor your sales force accordingly. You can track opportunities, measure performance, and assess service quality. It's the most proactive way to increase sales productivity, revenue, and customer loyalty.

Sales Manager Home Page

Make the most pro-active decisions at the right time when you can see the status of anything in the sales pipeline – at a glance or in full detail.

Lead tracking, assignment and monitoring

Gain valuable access to all information all the time about the status of the lead, who is providing follow-up and how, and oversee the potential and close of the sale.

Sales cycle analysis

Improve your sales efforts and better target your leads with lead, quote and conversion analysis.

Sales forecasting

Be better tuned into projected sales so you can plan ahead. If a sales has a 30% chance of closing, sales forecasting will project a 30% projected revenue.

Sales Manager Home Page

Source	Contact	Salesperson	Contact Created	Quote Date	Quote Closed	Status	Lead to Quote	Quote to Closed	Sale Amount
Partner Company	Aabacanilo, Anthony	AAgon, danielsal	12/29/2005	02/01/2006	02/01/2006	Won	34	0	\$4,034.94
Advertisement	Ortega, Wendy	AAgon, danielsal	01/10/2006	02/01/2006	02/01/2006	Won	22	0	\$192.08
Partner Company	Chivas, Juan	AAgon, danielsal	12/30/2005	10/13/2005	02/02/2006	Won	-78	112	\$331.51
Partner Company	Chivas, Juan	AAgon, danielsal	12/30/2005	01/18/2006	01/25/2006	Won	19	7	\$433.08
Article	Abba, Joe	AAgon, danielsal	12/26/2005	01/09/2006	01/11/2006	Lost	14	2	\$4,904.71
Article	Abba, Joe	AAgon, danielsal	12/26/2005	01/11/2006	01/11/2006	Inactive	16	N/A	\$352.80
Article	Abba, Joe	AAgon, danielsal	12/26/2005	01/10/2006	01/12/2006	Won	15	2	\$989.92
Advertisement	McGonagle, Customer	AAgon, danielsal	01/12/2006	01/12/2006	01/19/2006	Won	0	7	\$850.98
Advertisement	Abbot, Anthony	AAgon, danielsal	12/28/2005	01/10/2006	01/30/2006	Won	13	20	\$1,616.80
Sub Total									\$13,706.82
E-Mail	AAAA, AAA	Ackerm, Jon	01/18/2006	01/18/2006	01/19/2006	Won	0	1	\$1,009.98
Competitor	AA, AA	Ackerm, Jon	01/18/2006	01/18/2006	01/19/2006	Won	0	1	\$1,701.96
Auction	Last, First	Ackerm, Jon	01/18/2006	01/18/2006	01/19/2006	Won	0	1	\$0.00
E-Mail	AAAA, AAA	Ackerm, Jon	01/18/2006	01/19/2006	01/19/2006	Lost	1	0	\$1,209.98
Article	Last, Anna	Ackerm, Jon	01/18/2006	01/22/2006	01/23/2006	Won	4	1	\$15.00

Sales Cycle Analysis

Lead source analysis

Take full advantage of your lead sources by understanding where they generate and which provide the greatest return.

Estimating and quoting

Provides fast and accurate estimates and quotes, which can be attached to your Sales folder.

For the Sales Force

The pressure is on sales people to bring in new business and meet their month-end quotas, especially in a small business environment. Give your sales personnel the tools they need to be successful with GoBiz XL Sales. This on-demand solution keeps accurate track of their leads, pending sales quotes, and closed deals. They can attach notes, emails, and quotes to

the customer's file and instantly generate a client's purchasing history for future sales opportunities. Knock the competition off the playing field with on-the-spot estimating and quoting, a feature made possible only by GoBiz Solutions' robust database.

Salesperson Home Page

Target the specific information each sales person needs with designated home page. Eliminate confusion and information overload. Provide them only with the relevant facts they need to win the contract, close the sale, and achieve their sales goals.

Integrates with GoBiz XL Service and Inventory

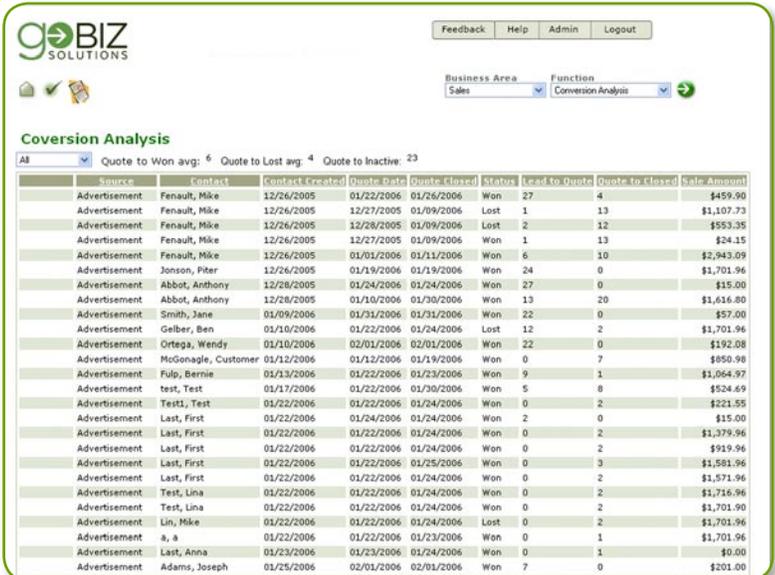
Provide your sales personnel with the time they need to make more sales, generate greater revenue, and increase their commissions. Our totally integrated Service and Inventory instantly generates a sales order and releases inventory.

360° view of customer activity across GoBiz XL Sales, Service and Inventory

Respond proactively to your customer's needs — whatever their scope or scale — to provide customer satisfaction and build loyalty. In a glance, you can ensure that their deadlines, budgets, and quality standards are being met, 24/7.

The Result

With GoBiz XL Sales, your small business becomes sales smart. Your company becomes more agile in its ability to respond to customers, competition, changes in market condition. You're in control, fully understanding what drives prospective customers to your company and how to capture their business. And you can optimize your asset management by purchasing or manufacturing inventory as you need it. No other on-demand sales solution does that for small business affordably, simply, and more profitably. Yes, GoBiz Solutions makes world-class fit small business.



Source	Context	Quote Created	Quote Date	Quote Closed	Status	Lead to Quote	Quote to Closed	Sales Amount
Advertisement	Fensult, Mike	12/24/2005	01/22/2006	01/26/2006	Won	27	4	\$459.90
Advertisement	Fensult, Mike	12/24/2005	12/27/2005	01/09/2006	Lost	1	13	\$1,107.73
Advertisement	Fensult, Mike	12/24/2005	12/28/2005	01/09/2006	Lost	2	12	\$553.35
Advertisement	Fensult, Mike	12/24/2005	12/27/2005	01/09/2006	Won	1	13	\$24.15
Advertisement	Fensult, Mike	12/24/2005	01/01/2006	01/11/2006	Won	6	10	\$2,943.09
Advertisement	Jonson, Peter	12/24/2005	01/19/2006	01/19/2006	Won	24	0	\$1,701.96
Advertisement	Abbot, Anthony	12/28/2005	01/04/2006	01/24/2006	Won	27	0	\$15.00
Advertisement	Abbot, Anthony	12/28/2005	01/10/2006	01/30/2006	Won	13	20	\$1,616.80
Advertisement	Smith, Jane	01/09/2006	01/31/2006	01/31/2006	Won	22	0	\$57.00
Advertisement	Gelber, Ben	01/10/2006	01/22/2006	01/24/2006	Lost	12	2	\$1,701.96
Advertisement	Ortega, Wendy	01/10/2006	02/01/2006	02/01/2006	Won	22	0	\$192.08
Advertisement	McGonagle, Customer	01/12/2006	01/12/2006	01/19/2006	Won	0	7	\$850.98
Advertisement	Fulp, Bernie	01/13/2006	01/22/2006	01/23/2006	Won	9	1	\$1,064.97
Advertisement	test, Test	01/17/2006	01/22/2006	01/30/2006	Won	5	8	\$524.69
Advertisement	Test1, Test	01/22/2006	01/22/2006	01/24/2006	Won	0	2	\$221.55
Advertisement	Last, First	01/22/2006	01/24/2006	01/24/2006	Won	2	0	\$15.00
Advertisement	Last, First	01/22/2006	01/22/2006	01/24/2006	Won	0	2	\$1,379.96
Advertisement	Last, First	01/22/2006	01/22/2006	01/24/2006	Won	0	2	\$919.96
Advertisement	Last, First	01/22/2006	01/22/2006	01/24/2006	Won	0	3	\$1,581.96
Advertisement	Last, First	01/22/2006	01/22/2006	01/24/2006	Won	0	2	\$1,571.96
Advertisement	Test, Lina	01/22/2006	01/22/2006	01/24/2006	Won	0	2	\$1,716.96
Advertisement	Test, Lina	01/22/2006	01/22/2006	01/24/2006	Won	0	2	\$1,701.90
Advertisement	Lin, Mke	01/22/2006	01/22/2006	01/24/2006	Lost	0	2	\$1,701.96
Advertisement	a, a	01/22/2006	01/22/2006	01/23/2006	Won	0	1	\$1,701.96
Advertisement	Last, Anna	01/23/2006	01/23/2006	01/24/2006	Won	0	1	\$0.00
Advertisement	Adams, Joseph	01/25/2006	02/01/2006	02/01/2006	Won	7	0	\$201.00

Lead Source Analysis

To get your small business going more efficiently and profitably, visit us online at www.gobizsolutions.com, email us at moreinfo@gobizsolutions.com, or call us at **1-800-98-GoBiz** (1-800-984-6249).

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