

## Guaranteed CRM Success! MosaicCRM offers industry first! Learn More

## Completed Sales vs. Goal Report System

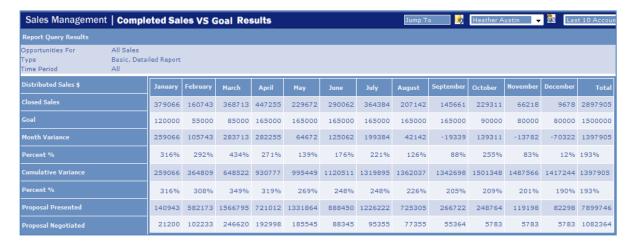
## High Visibility Revenue Forecasting: Know what is sold vs. plan and what is in the pipeline.

Our exclusive Revenue 'Distribution' calculation design is a standard feature on all MosaicCRM systems and provides ultra accurate projection analysis of both completed sales and pipeline/projected sales values.



All together this report format provides an instant view of sales, goals and simultaneously illustrates late stage pipeline opportunities.

- The report query can select data by Groups or Individual sales members.
- It provides Current Month, Current Quarter, Next
  Quarter and This Year report analysis based on Closed



- Closed Sale \$ values are represented by the actual revenue start date and the distribution of the revenue over the opportunity life time (in months).
- Late Stage pre-close figures are included providing additional information on total coverage: basically what is coming down the pipeline.
- Variances are expressed in \$ and % values together with individual month figures and cumulative calculations for each.

This report is just one of many strategic tools I have designed into MosaicCRM that enable your organization to achieve and maintain complete control over managing pipelines. All of these show what numbers to watch and how they can predict success into the future. For a demonstration, please contact me at your convenience.

Bill Noonan, Founder & CEO MosaicCRM, Inc. Telephone (866) 731-8141 Mobile (949) 201-7530