



# #SELLSMART

Our sales performance tool makes every call more **personal** and more **profitable**, effortlessly turning any good salesperson into a great one.



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"sales-i is very intuitive, easy to use and does what we needed it to do." "I stopped for a coffee this morning on my way to a meeting. I had 5 minutes and in that time I looked at a pre-saved enquiry, who's buying, who's not, what products are up and which are down."

## **JEREMY GILSON**

**SALES AND MARKETING DIRECTOR**

Countrywide Healthcare

# WE IMPROVE YOUR SALES PERFORMANCE

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Any manufacturer, wholesaler or distributor knows that managing hundreds of customers and countless product lines is a near impossible task. sales-i works to give you the insight you need to plan your sales pipeline more efficiently, find more easy-to-close opportunities and boost customer loyalty.

In addition, as sales-i is delivered over the Internet as SaaS, it's accessible any time, anywhere and from any internet-enabled device. What's more, there's nothing to install, no hardware to maintain and absolutely no costly infrastructure to invest in; we do the lot on your behalf, leaving you to focus on the tasks that matter.

## Sell smart, every day

You probably don't realize it, but there are untouched sales opportunities sitting right there in your back office system, waiting to be closed.

sales-i is the tool that analyzes your transactional and contact data stored in your back office system to find those opportunities and put them directly in front of your sales team.

Regardless of whether you're out selling in the field, based in the office or a mixture of the two, sales-i gives real purpose to every call or meeting.

Your sales team gets the information they need to make them 100% effective every day.

We are an...

# AWARD WINNING COMPANY

Our sales performance tool continues to be recognized as a leader in cloud based software by technology industry experts.

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**Deloitte.**  
Technology Fast50

 **CLOUD**  
WORLD SERIES  
AWARDS

 **ICT**  
Excellence  
Awards

**Inc.5000**   
EUROPE

UK IT INDUSTRY  
AWARDS  
 The Chartered  
Institute  
for IT **computing**

Manager

Accounts In This Campaign

Record card Dashboard Enquiries

Account No.	Name
C00008	Anglesey Building Centre
C00101	Alpha Property
C00167	MIKE EDWARDS
C00176	AJ BUILDING & PLAST
C00447	ANDERTON CONCR
C00448	A & G BUILDERS
C00600	ARTHOG OUTDO
C00987	Drivepoint Con
C01149	ROBERT A BE
C01430	JACK WILLS
C01522	BURSCOU
C01559	JENNEEN

50% drop - top 300 customers

Mon 2 Mar 2015 at 3:36 pm

Created By: Tony McGuinness



Customer

CHIMNEYLINE (

Call Date: Mon 18 May 2015

Call Type: Mon 18 May 2015

Follow-up Date: Mon 18 May 2015

Next Action: Mrs Kim K

Contact: Add new C

Opportunity Value: Telephone 1:0151 678 1638

Add Account Call

Note: sales-i auto-generated call

ENQUIRIES

Accounts Search

P11 November 2016 vs. P11 January 2015 - P11 November 2015

Picture Trends Sales Vs. Gaps Search Filter (0) Saved E

Range	Quantity
Range 1 (1/2016 - 11/2016)	1738,741
Range 2 (1/2015 - 11/2015)	2007,988
Variance	-269,247
% Variance	-13.41 %

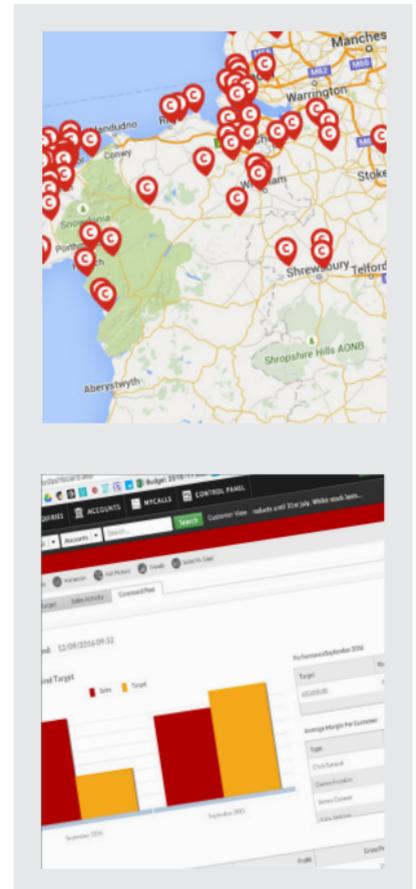
Range	Quantity
Range 1 (1/2016 - 11/2016)	511,42
Range 2 (1/2015 - 11/2015)	867,8
Variance	-356,4
% Variance	-41,1



# SALES SLIPPING? WELL, NOT ANY MORE

Small, medium and large sales organizations rely on sales-i to grow their market share and make better business decisions. We help you do this by retaining customers for longer by giving you complete insight into your their buying behavior and

alerting your sales team to easy-to-close opportunities. What's more, you'll be able to spot potential competitor threats early, create customer facing reports in seconds and be warned when a customer's sales are starting to drop.



# BUILT FOR YOU

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## SALES

Plan your day, hit targets and close deals faster no matter where you are or what device you're using. sales-i puts you one step ahead of the competition and makes a good sales person a great one.



## MANAGEMENT

Inform your whole team of the market-wide trends hidden within your mountain of data, empowering every member of your team to fulfill their potential, and ensuring you make the right decisions, every time.



## MARKETING

sales-i enables you to create more targeted marketing campaigns with more confidence than ever before, ensuring you hit ROI targets and your sales team is fed sales-ready opportunities daily.



Intuitive, powerful software, designed for you.

### A few stats...

Likely to recommend	90%
Average sales revenue increase	7%
Customer retention	99%
Average ROI after 6 months	23%

Join our community and become part of our 6,000+ delighted users with one of the best technology investments you can make. Every day without sales-i you're losing money.

# WHO WE WORK WITH

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**MERCURY**

**BROMPTON**

**V12**  
FOOTWEAR

**ERIKS**

**MAXXIS®**

**CTD**  
ceramic tile distributors

**MAHLE**

**HOWARTH**  
TIMBER

**Countrywide**  
Healthcare

**united**

**JEWSON**

**GLOBAL BRANDS\***

and many more



"We've closed off the financial year 58% up on the previous year and attribute this directly to sales-i and their sales performance software."

## LARRY SEXTON

DIRECTOR OF SALES, OFFICE 360°



### Features

#### AUTOPILOT

Get the information you need for each customer account auto-generated every day.

#### ENQUIRIES

Mine your data to uncover sales opportunities, key financials and overall performance.

#### MYCALLS

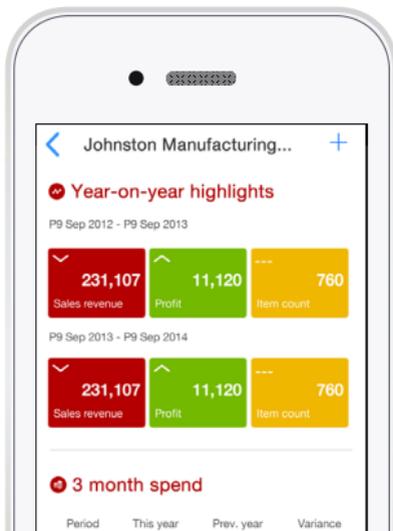
Plan and manage your day, knowing who to call, when to call and what to talk about.

#### CAMPAIGN MANAGER

Account alerts from your set criteria. E.g: who has bought bacon but not eggs this month?

#### RECORD CARD

Manage all of your contact data and blend it with your transactional data for better visibility.



#### DOCUMENT STORAGE

Save, share and collaborate on any documents associated with your accounts.

#### COMMAND POST

Get a top level view of your entire business from phone calls made to financial data.

#### SNAPSHOT

Generate in-depth sales reports in seconds that have all the information you need.

#### IOS AND ANDROID APPS

Always out on the road? No problem with our native iOS and Android applications.

#### TARGETS

Track, monitor and stay on top of your sales targets on the move, no matter where you are.

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"sales-i provides one single tool for the job and our sales team can readily access sales information, monitor trends and record activity. It empowers our sales team and is an invaluable tool."

## **BRIAN SPROTT**

**SALES DIRECTOR WESTERN EUROPE**

Cooper Tire & Rubber Company

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