



## c360 Forecast Manager for Microsoft Dynamics CRM 3.0

### Overview

c360 Solutions Forecast Manager is a Microsoft CRM enhancement that improves sales forecast accuracy by simplifying the process of reviewing and updating sales opportunity forecast information. The key benefits of Forecast Manager are:

- Improved forecast accuracy
- Reduced time spent updating forecasts
- Improved Microsoft CRM user adoption
- Configurable for each individual user the columns/fields that should be displayed in the grid

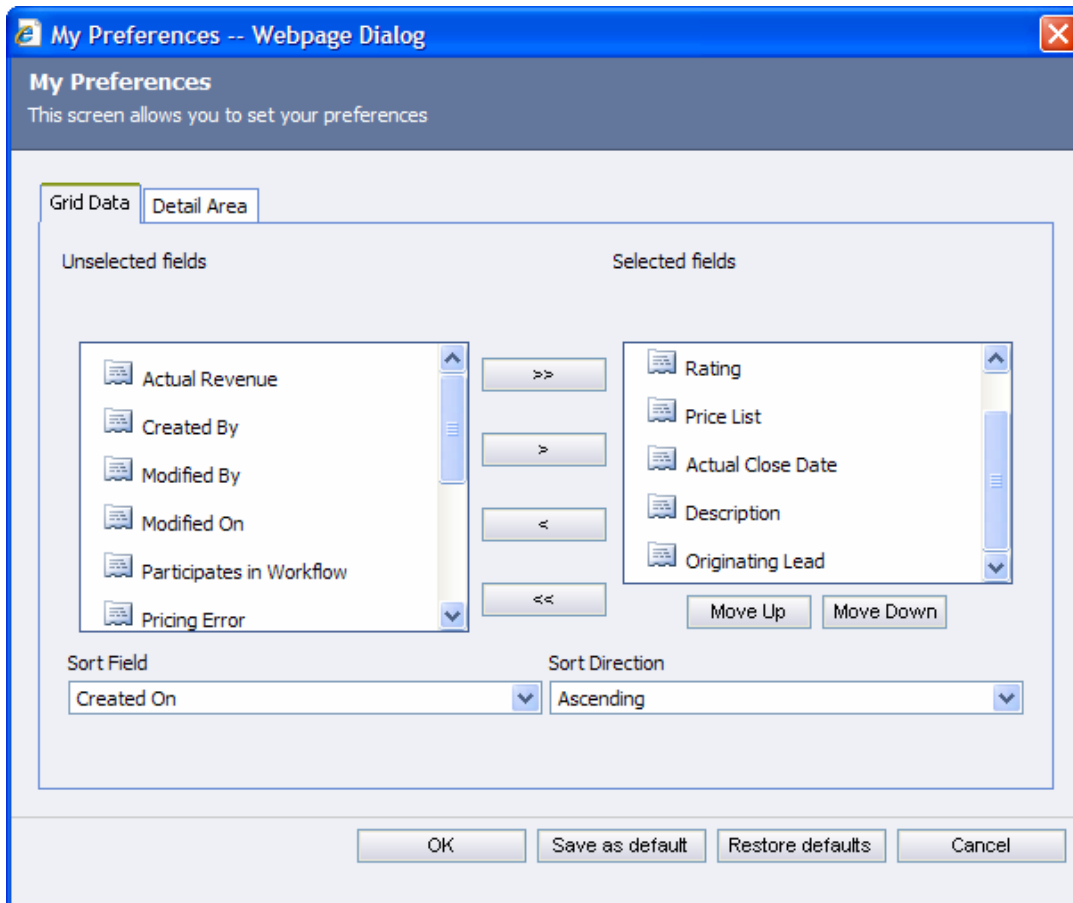
Forecast Manager presents the sales user with a single, editable screen listing all active sales opportunities. Sales personnel can quickly update the opportunity sales stage, close probability and close date. Sales Managers can view and update opportunities assigned directly to them and/or to their direct reports. Forecast Manager can also retrieve Advanced Find queries allowing users to configure complex queries to show opportunities meeting specific criteria.

Topic	Potential Customer	Est. Revenue	Sales Stage	Prob. (%)	Est. Close Date	Owner
Some interest in 21 High...	Lynobradst			30	08/17/2002	Raman, Arvind
10 Blue order - probably m...	Familia Arquibaldo			70	12/30/2002	Raman, Arvind
Partnership venture	Francis S.p.A.	\$24,001.00	Solution Proposed	50	09/29/2006	Raman, Arvind
Site license	Lynobradst	\$130,000.00	Contract - Won	100	09/22/2006	Raman, Arvind
ATI opp. 1	Atlanta Braves 1	\$36.00	Opportunity Qualified	0		Raman, Arvind
Customer Portal India Opp...	Raman, Inc.	\$46,082.90	Opportunity Qualified	0		Raman, Arvind

Estimated Revenue: \$46,082.90  
Probability: 0%  
Weighted Revenue: \$0.00

Revenue: System Calculated  
Rating: Warm  
Status Reason: In Progress  
Status: Open

*c360 Forecast Manager allows sales users to easily update all critical sales opportunity data points from a single, editable screen*



*Individual Preferences allow every user to specify which fields they want to display in the grid*

### **Evaluation Copies**

Free evaluation copies of Forecast Manager can be obtained from [www.c360.com](http://www.c360.com). Evaluation copies come with a license file that provides unlimited usage with the Adventure Works sample installation of Microsoft CRM. 15 day trial production evaluation license files are also available on the c360 web site.

### **Pricing**

Forecast Manager is available as a standard product in the c360 Sales Productivity Pack. For details on the Sales Productivity Pack visit <http://www.c360.com/ProductivityPack.aspx>. Pricing information is available at <http://www.c360.com/Pricing.aspx>.

### **Support, Upgrades and Enhancements**

The list price of Forecast Manager includes first year support, upgrades and enhancement per the c360 Solutions Software license agreement. After the first year, a support and enhancement plan can be purchase for 20% of the total cost of all Forecast Manager licenses.

**c360 Partner Program**

Forecast Manager and an unlimited use Adventure Works Cycle Forecast Manager license can be downloaded at [www.c360.com](http://www.c360.com). For details on the c360 partner program please send an e-mail to [Partners@c360.com](mailto:Partners@c360.com).

**Information**

For more information on Forecast Manager, contact c360 Solutions at:

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