



## c360 Forecast Manager for Microsoft CRM 3.0

### Overview

c360 Solutions Forecast Manager is designed to improve 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

Forecast Manager presents the sales user with a single, easy to update 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. For example, an Advanced Find query could be created to list all Opportunities belonging to Accounts in a certain territory or all Opportunities over a certain revenue amount. This data would be displayed in Forecast Manager for quick and easy forecast review or updating.

Topic	Potential Customer	Est. Revenue	Sales Stage	Prob. (%)	Est. Close Date	Owner	Created On	Interest Level
Partnership	2 Peaks Solutions	\$250,000.00	E - Opportunity Qualified	50		Torres, Frank	00/11/2005	Medium
Licensing Deal	Active IT Limited	\$45,000.00	E - Opportunity Qualified	75		Torres, Frank	00/11/2005	Medium
Partnership Oppor...	Adventure Works	\$5,000,000.00	E - Opportunity Qualified	40	09/29/2005	Torres, Frank	00/04/2005	High



### **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**

Record Manager is included in the Sales Productivity Pack which is \$50 per assigned Microsoft CRM license.

### **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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