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breakthrough thinking
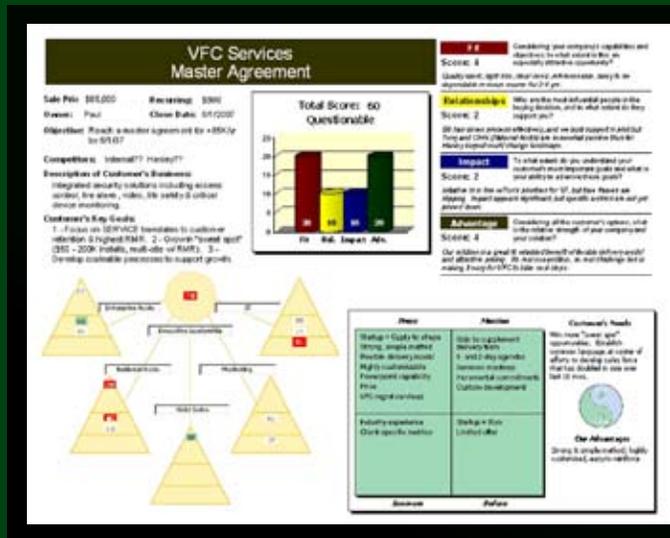
SALES MAP
SOFTWARE

The Sales Map Software is the tool for everyday use of the Sales Map method.

All relevant material from the Sales Map Guidebook is built in, including any custom content.

Fully scalable, the software allows users to create a comprehensive sales plan, or a quick plan that can be completed in about half an hour.

Uncluttered and easily navigated, the software allows your salespeople to get up and running with little or no orientation.

The Quick Plan Report, shown here, summarizes the entire sales plan in one page.

Software Philosophy

Even the best sales methods won't stick unless they are easy to use on a day-to-day basis. Conversely, sales-people will use a method that increases sales, improves efficiency and fits their real world circumstances.

We designed both our sales method and our software around these key concepts. The result is a streamlined method and software that sales-people actually want to use.

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Standard Edition

The Standard Edition of the Sales Map Software exactly mirrors the entire Sales Map method.

While this edition is essentially "stand-alone" in nature, users have many options for sharing information, including the ability to e-mail sales plans and customer profiles.

Users also can generate and send PowerPoint presentations and portfolio roll-ups in Excel format.

Enterprise Edition

If your enterprise includes a CRM system such as Salesforce.com, Oracle, Siebel or SAP, we can work with you to integrate the Sales Map Software into your environment.

We have the capability, resources and partnerships to provide whatever level of integration you are looking for – from an occasional one-way data export to the full integration of the Sales Map method into your CRM. Benefits of integration include:

- A streamlined end-user experience
- Full multi-user capabilities
- Rich reports that consolidate information from both Sales Map and your CRM

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The screen shots on this page show some of the features and content in the Sales Map Software.

You don't need to use the Sales Map Guidebook when creating a sales plan, as all the necessary content has been replicated in the software. For example, the help screen below includes exactly the same information found in the Guidebook, in a comfortably familiar format.
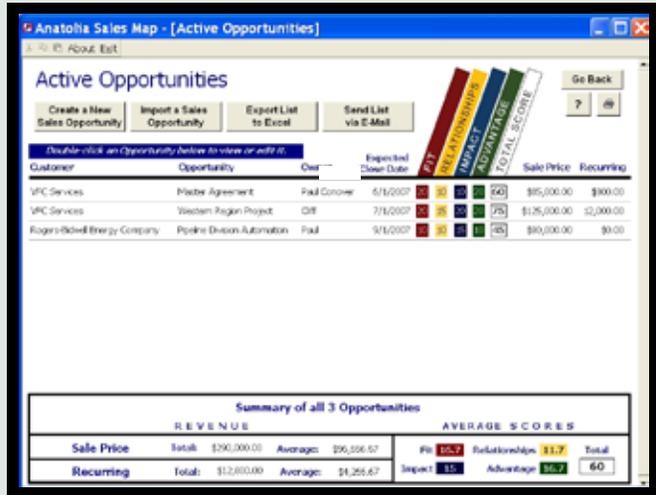
You can view a full list of your opportunities together, with a summary of all the deals in your portfolio. This data can be exported to Excel.

The software allows you to create a Full Plan, partially shown here, or a Quick Plan that can be completed in about half an hour.
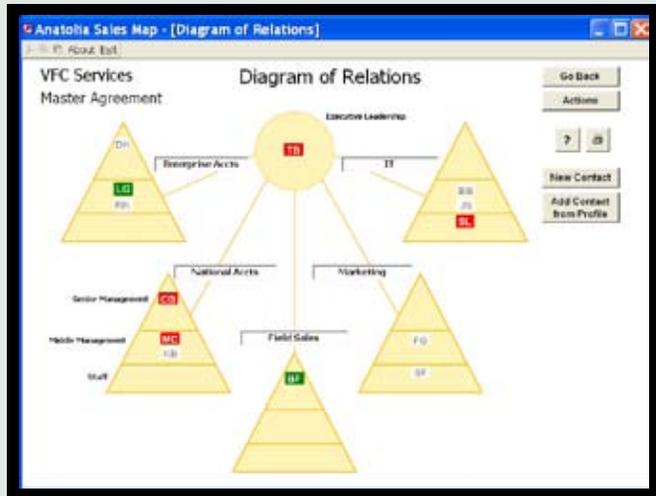
The software enhances some of the tools from the Sales Map. The Diagram of Relations, for example, automatically highlights individuals requiring attention.
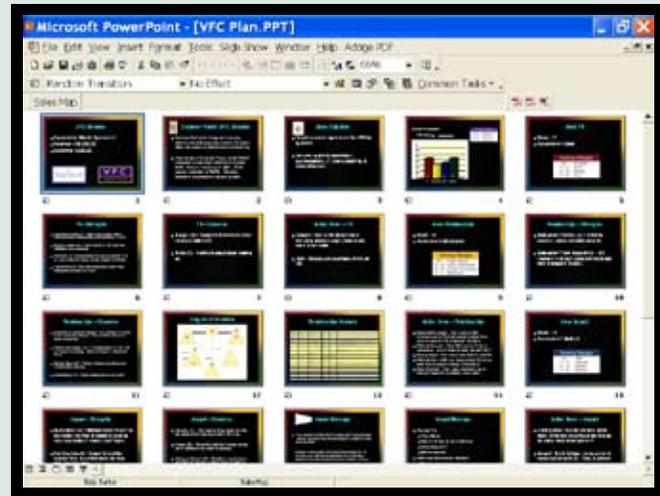
One click of the mouse creates a fully formatted PowerPoint presentation, so you can share your plan with management or other members of your sales team.