



TakeStock Data Sheet: Sales Force Interlink

Sales Force Interlink is a powerful tool that can allow distributors to meet their sales and contact management requirements.

To succeed in today's fast-paced, technology-driven business world, companies are more dependent than ever upon quick and convenient access to vital business information and the effective use of this information. TakeStock's Sales Force InterLink provides distributors with a comprehensive solution to meet all their sales and contact management needs. Through the integration of the top-rated GoldMine for Windows® contact management software, TakeStock can effectively and efficiently meet the Customer Relationship Management (CRM) needs of your company.

Enable and empower your sales force with a proven customer relationship management solution. TakeStock's integration to GoldMine provides users with the ability to manage customer and prospect information, track sales call activity, schedule follow-up calls, set appointments and book meetings. This easy-to-use application turns TakeStock into a powerful and comprehensive sales management resource for distributors.

About Goldmine

- Provides the option to purchase the GoldSync add-on module which will allow users to synchronize their laptop database with the corporate database
- Permits the recording of time and dates for specific follow-up calls for both telephone and client visits through a personal calendar
- Provides immediate access to recent customer and/or product sales information
- Provides access to other users' calendars and permits group scheduling
- Provides immediate access to all contact information entered by other users
- Gives user the options to track and view quota tracking and sales forecasting



focus on essentials



BUSINESS OBJECTIVES:

Provides the ability to record track and manage client contacts.

Maintains control with multi-level network security

Store Vital CRM Information

- Increase sales and improve market share by participating in popular vendor rebate programs
- Allows users to forecast and analyze sales, marketing and lead programs
- Generates on-line history, scheduling and management statistics and graphs
- Offers many pre-defined report options and allows users to create their own reports
- Utilizes automated processes for multi-step marketing strategies
- Allows the tracking of sales history by account and representative
- Utilizes pop-up alarm for scheduled events

Sales Force InterLink Features

- Allows user to establish the frequency of exports, manual or automatic (ie. daily, weekly, monthly)
- Allows user to populate the GoldMine database with customer information from TakeStock
- Allows user to map information into customized GoldMine fields

Infor Corporate Headquarters
11720 Amber Park Drive
Suite 400
Alpharetta, GA 30004

770 418 2000 | Phone
770 418 2022 | Fax

www.infor.com/distribution/