

# MySalesGPS™ from Sales Force Systems International

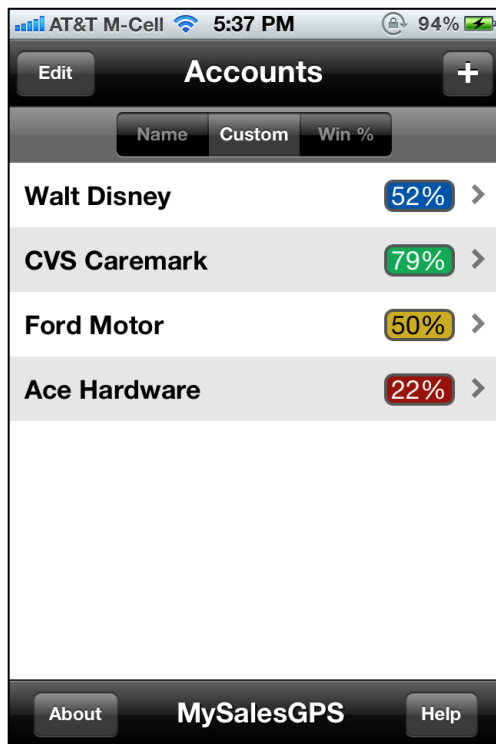
MySalesGPS™ is the first in what will be a series of Sales Productivity Enhancement Applications. It is truly unique in its capacity to accurately gauge a sales person's win probability based on a series of simple, yet poignant questions. Much like a navigational GPS system, MySalesGPS™ gives you advanced notice of actions that you should take to get to your final destination....Success!

What is remarkably unique about this application is how it provides the user with specific "to do's" based on how the questions are answered. The app is design to help sales people apply a consistent set of rules to the question "What is my real chance to win each deal" and "What should I do about it". Each "to do" is designed to help the sales person increase their chance to win. It is a formidable field coach.

This app shortens the sales cycle for the winnable deals, while exposing the un-winnable deals - **early**. The app will also benefit sales managers by improving the accuracy and credibility of their forecasts and can be the basis for better mentoring of individual team members.

**Below are a few screen shots from the MySalesGPS™ app.**

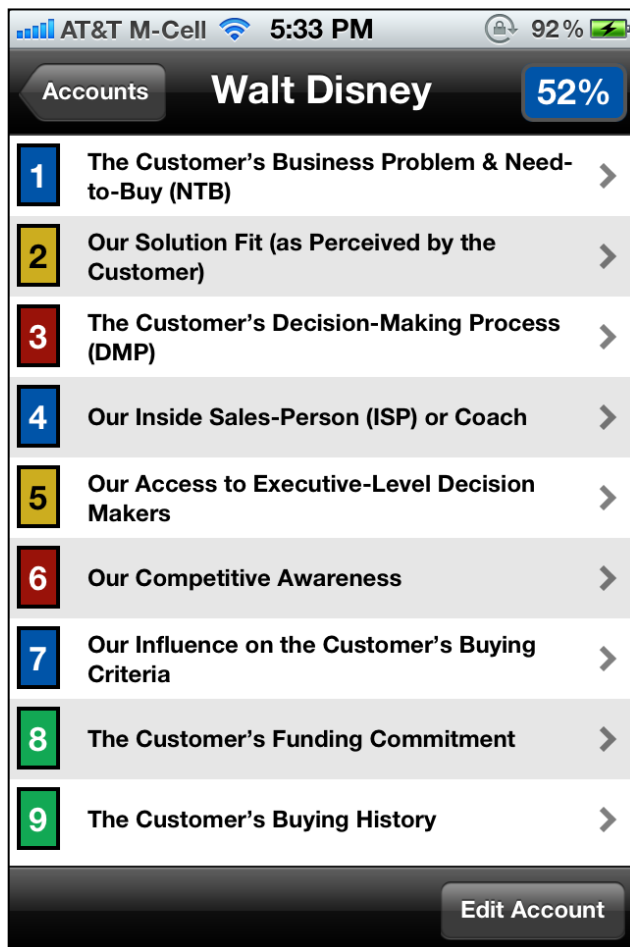
This is the "home" screen where you begin. Here the Sales Rep will add a new account as well as display all active accounts. The accounts can be sorted alphabetically or by win score. The win score is color-coded; red indicating a score below 30%, yellow a score below 51%, blue a score below 81% and green a score above 81%. This gives the user a quick visual picture of their overall win probability per account.



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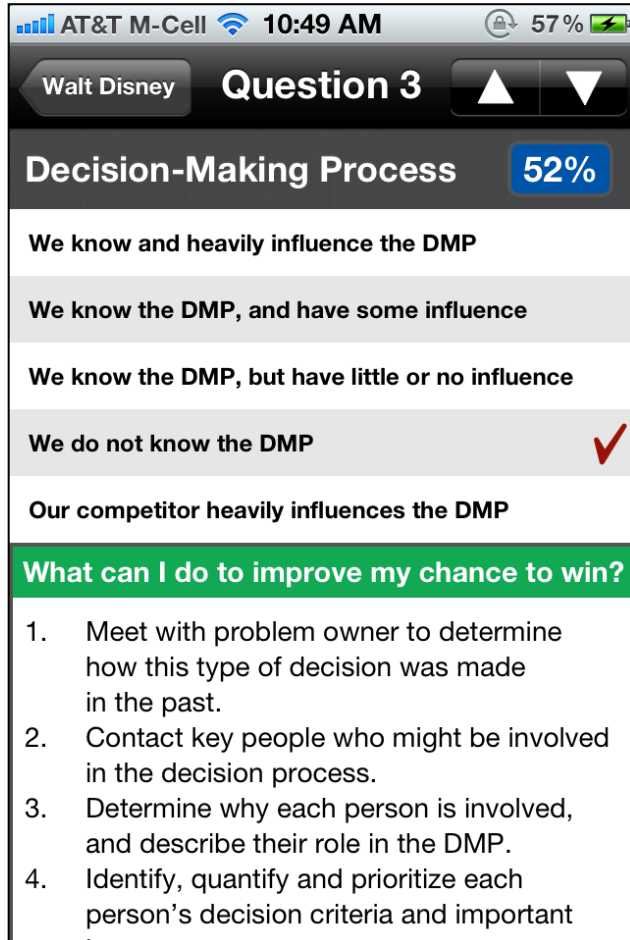
When the user clicks on an account from the previous screen they are taken to the Account Factor screen for that account. Here there are 9 categories of factors that will each have questions associated with them. These factors have been selected based on input from sales executives across multiple industries who discovered that any account whose win score was below 60% *always* represents a lost deal!

Again, each category is color coded indicating a best to worst situation. Red being the worst, yellow better, blue better still, and green the best possible situation for that category. So the example below, the sales person can instantly see that they are very strong in category 1, 4 and 7; and in trouble in category 3 and 6.



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When the user clicks on a specific category, they are presented with a list of potential scenarios. They are asked to pick the scenario that best describes their current situation with the account. In addition, as the situation changes, the sales person can go back and adjust their answer and the program will output a different series of actions to increase their win probability based on the new information.



Our goal with this application is to give sales people a real tool to help them shorten sales cycle and increase their chance to win!

Please provide feedback on this app at [feedback@salesforcesystems.com](mailto:feedback@salesforcesystems.com)

GOOD SELLING! The MySalesGPS™ team