

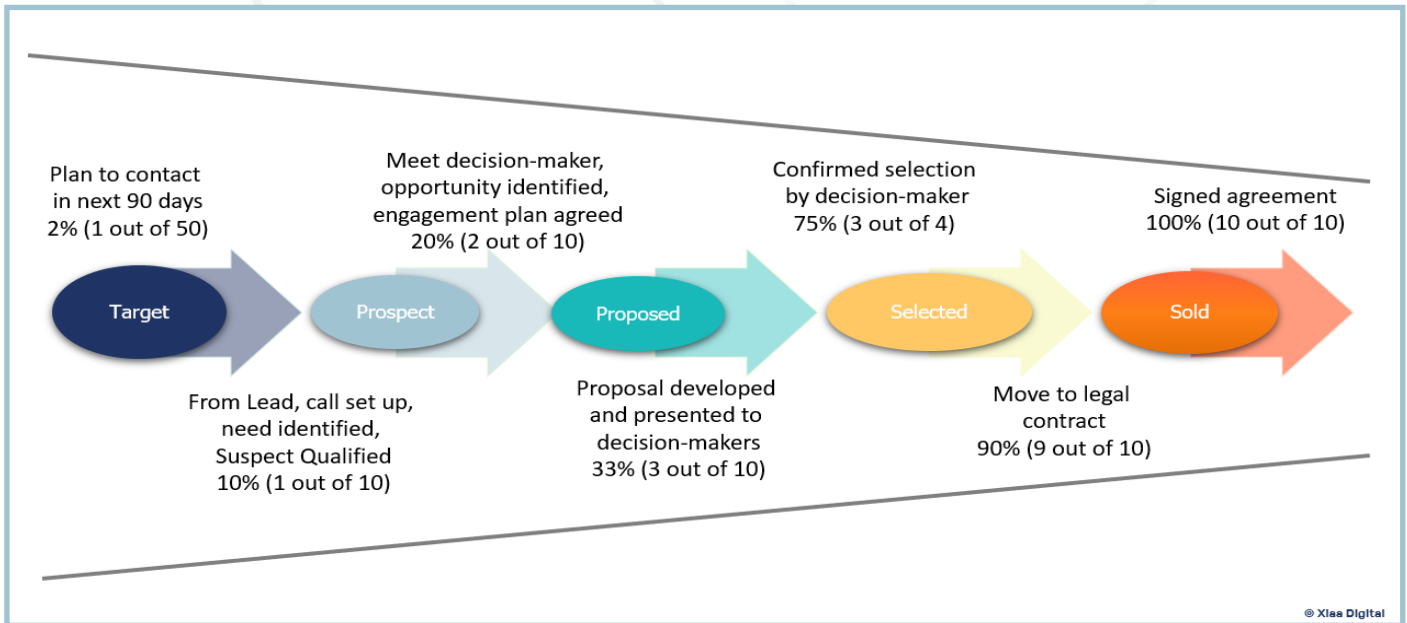


X-Score Accelerating Performance

Record your sales accurately and predictably

What are the Challenges

- Often with changes of personnel its difficult to know what deals will close
- Targets can be missed through poor records and lack of clarity
- Sales methodology is diluted through disorganization
- Forecast prediction and consistency suffers



- Sales Opportunities defined by stage in the pipeline
- Stage criteria customised to your sales cycle
- Weekly or Bi-weekly sales reporting, predicting future sales
- Predict future sales by month, by risk adjusting opportunities
- Moving sales opportunities reporting to fully automated CRM
- Hubspot, Capsule, MS Dynamics or Salesforce integration

Opportunity Name	Stage	Fiscal Period	Amount	Probability (%)	Age	Close
Central Working - Jan, Feb, Mar 2019 SaaS	Sold	Q1-2019	£7,277.00	100%	2	31
Deloitte UK - 5% Retention 2 (via Frontline)	Contracted	Q2-2019	£5,627.00	90%	74	28
Fora - POC	Contracted	Q2-2019	£0.00	90%	173	14
Deloitte UK - 10k Cards Re-order	Selected	Q3-2019	£19,820.00	75%	6	27
ICAD - HQ - Professional Services	Selected	Q2-2019	£5,960.00	75%	35	14
ICAD - HQ - Cards	Selected	Q2-2019	£343.00	75%	35	14
ICAD - HQ - Hardware	Selected	Q2-2019	£11,777.00	75%	126	14
ICAD - HQ - SaaS	Selected	Q2-2019	£3,600.00	75%	35	14
Fora - Lounge Membership - Services	Proposed	Q3-2019	£7,700.00	50%	6	26
Fora - Lounge Membership - SaaS	Proposed	Q3-2019	£14,280.00	50%	6	26
Fora - Lounge Membership - ID Taps	Proposed	Q3-2019	£2,520.00	50%	6	26
Fora - Lounge Membership - Hardware	Proposed	Q3-2019	£25,284.00	50%	6	26

Opportunity Name	Stage	Close Date	Amount	Probability (%)	Risk adj	Contract Length
ANCHOR HANOVER - S WEST ELECTRICAL DOMESTIC	Sold	Q2-2019	£500,000.00	100%	£ 500,000	36
BCC - NEW KITCHENS & BATHROOMS	Contracted	Q3-2019	£450,000.00	90%	£ 405,000	36
RIVERSIDE CARE - RENEWABLES SERVICING	Selected	Q3-2019	£2,000.00	75%	£ 1,500	24
PENDERICK ACADEMY - NEW GAS BOILER	Proposed	Q3-2019	£90,000.00	33%	£ 29,700	2
GCC - REGIONAL TESTING	Prospect	Q4-2019	£30,000.00	20%	£ 6,000	12
CCC - FIRE SAFETY TESTING	Suspect	Q4-2019	£20,000.00	10%	£ 2,000	12
OPTIVO - FIRE ALARM TESTING	Target	Q1-2020	£75,000.00	2%	£ 1,500	24

The screenshot shows a sales pipeline with four stages: PRESENTATION SCHEDULED, DECISION MAKER BOUGHT IN, CONTRACT SENT, and CLOSED WON. Deal cards are visible for each stage, showing details like deal name, amount, and close date.

For more information contact Sales@xiaa.co.uk

Or call the team on 0208 412 7107

X-Mail is a solution developed by Xiaa Digital and is delivered as SaaS or Bespoke.