

Summary:

Multi-channel – Inside and Outside sales teams can use Powertrak Forecasting from anywhere, anytime.

Multiple Forecasts for Sales, Finance & Production – With unlimited forecast versions, you can keep financial, sales, and production versions of the same revenue forecasts to manage and motivate.

Detail down to Account and Product – Drill through flexible territories down to the individual account and product SKU level by time period for key accounts.

Definable Dimensions & Calendar – Add visual cues such as cities, zip codes, product types and more to make the forecast as easy to work with as possible. Set up flexible periods in a simple web-based administration tool.

Web-based Handles any Channel – Secure filtering means that partners and inside staff can update their numbers from anywhere with little or no training.

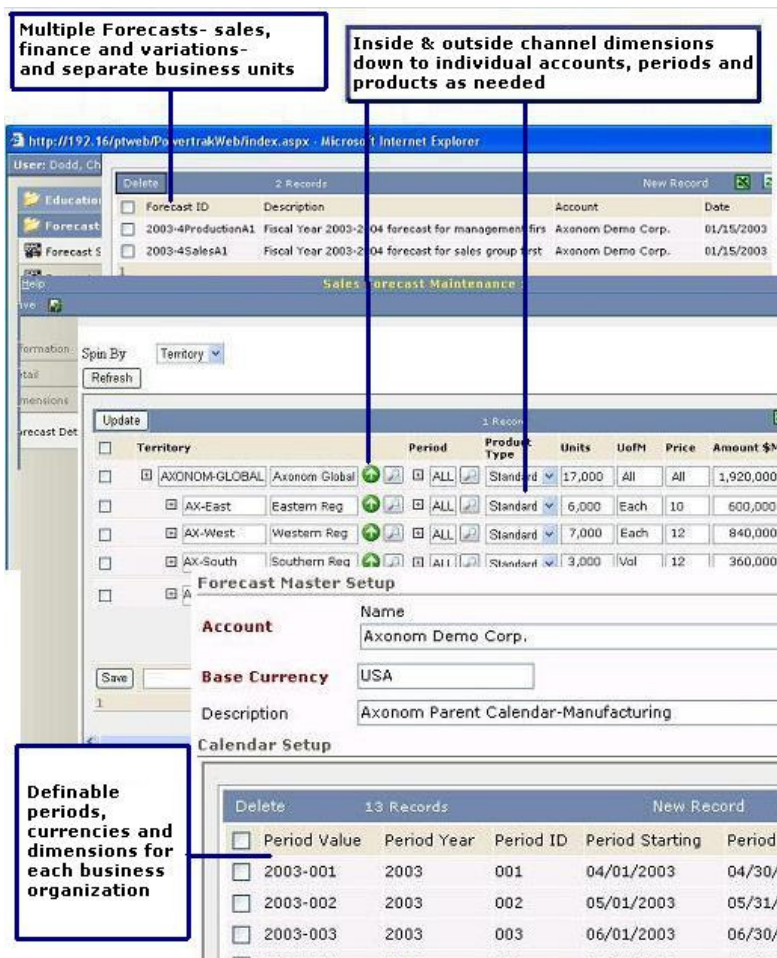
Microsoft CRM for Goal Tracking – Analyzes Microsoft CRM Opportunities Management system to track progress

Multi-Currency – Designed to support multiple currencies and EU triangulation, full currency handling for a truly global solution.

Powertrak Forecasting

Built to handle complex multi-channel detailed revenue forecasting for sales, financial and manufacturing groups, this module provides a simple yet powerful global planning solution. Create multiple forecast versions to motivate the sales division while keeping your financial plans conservative. Bring your partners and divisions in over the web with no spreadsheets to fill out and consolidate. You can plan down to the individual account, product SKU and discrete territory level. Quickly set up extended dimension fields to key in on geography, product types and other filters. Powertrak forecasting keeps training costs down and helps you get your forecasts done in record time through the use of simple browser entry, and eliminates the need for messy spreadsheet handling.

Build forecasts quickly and instantly view updated versions as managers and partners complete their piece over the web. Start out with high level forecasts by period by division and drill down into detail all the way to the individual account, product sku and discrete period when you can. Reports show you actual progress as Microsoft CRM Opportunities are maintained. Finally you can see all of this in one place to improve sales motivation and avoid financial surprises.



The screenshot shows the 'Sales Forecast Maintenance' interface. It includes a table of forecast records, a 'Forecast Master Setup' form, and a 'Calendar Setup' table. Three callout boxes highlight specific features:

- Multiple Forecasts- sales, finance and variations- and separate business units:** Points to the forecast records table.
- Inside & outside channel dimensions down to individual accounts, periods and products as needed:** Points to the 'Forecast Master Setup' form, specifically the 'Account' and 'Base Currency' fields.
- Definable periods, currencies and dimensions for each business organization:** Points to the 'Calendar Setup' table.

Forecast ID	Description	Account	Date
2003-4ProductionA1	Fiscal Year 2003-2004 forecast for management	Axonom Demo Corp.	01/15/2003
2003-4SalesA1	Fiscal Year 2003-2004 forecast for sales group	Axonom Demo Corp.	01/15/2003

Territory	Period	Product Type	Units	UoM	Price	Amount \$M
AXONOM-GLOBAL	Axonom Global	Standard	17,000	All	All	1,920,000
AX-East	Eastern Reg	Standard	6,000	Each	10	600,000
AX-West	Western Reg	Standard	7,000	Each	12	840,000
AX-South	Southern Reg	Standard	3,000	Vol	12	360,000

Period Value	Period Year	Period ID	Period Starting	Period Ending
2003-001	2003	001	04/01/2003	04/30/2003
2003-002	2003	002	05/01/2003	05/31/2003
2003-003	2003	003	06/01/2003	06/30/2003

Product Details

Instant Visual Scorecard	How are your inside and outside sales channels doing compared to the sales forecast? How about compared to your must-have financial forecast? Does everyone in your sales organization know where they are before the weekly sales meeting? Powertrak provides the simple way to keep everyone on track and maximize motivation.
Multiple Channels	Powertrak territories can be set up for inside and outside sales with simple yet effective system security to avoid channel conflict. Use the optional Powertrak Portal to provide outside channel access to the system and keep sales management time down.
Definable Dimensions	Show columns for geography, customer names, periods, product information and more to keep the forecast "real" without coding or expensive system modifications.
Streamline your Forecasting	Web screens and simple drill-down functions keep training time down and avoid spreadsheet consolidation nightmares. Your sales channel will stay happy and keep you off the phone tracking down updates.
Built on Microsoft CRM	Microsoft CRM provides full Opportunity Management in a scalable, integrated CRM system. Powertrak is built in the same tools and shares the same data.
Flexible Period Calendar	Whether you have 13 4-week periods, work by the quarter or have seasonal fluctuations, you can set up your own calendars and forecasting periods for each business unit.
Multiple Currency Support	Built to handle multiple currencies and Euro translation, the system can handle complex multi-national enterprises.
Complete Reporting & Modifiable	In addition to the online real-time rollups and calculations built into the web interface, Powertrak uses Crystal Reports for reporting. Use the Powertrak standard reports built within this industry-standard tool to keep tabs on where you are, and modify them quickly and easily to focus in on the key factors that you need to manage. Powertrak is also modifiable through the optional Powertrak Application Builder, so you can interface to your ERP and other back-office systems.
A Complete CRM Solution	Add Powertrak modules for specific industries, or add the general modules to improve every customer-facing department, even for multi-channel distribution and house holding situations. Powertrak, Microsoft CRM and ERP solutions like Microsoft Great Plains Financials can help you round out a complete one-stop solution.

Powertrak is designed to meet the needs of specialized industries and Microsoft centric mid-size organizations.
For more information visit us on the web at: <http://www.axonom.com>



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