

Summary:

Accelerate partner productivity - 24/7 access to the information and tools they need.

Reduce costs - Increase the speed of delivery of key business information to partners without the added expense of taking numerous calls and email requests

Streamline Partner Processes - Eliminate hassles associated with routine tasks such as lead registration, pipeline management, and tracking customer account information.

Expand Visibility and Versatility - Provide access to other systems and web-based applications to your partners directly from within the Partner Portal.

Key Features:

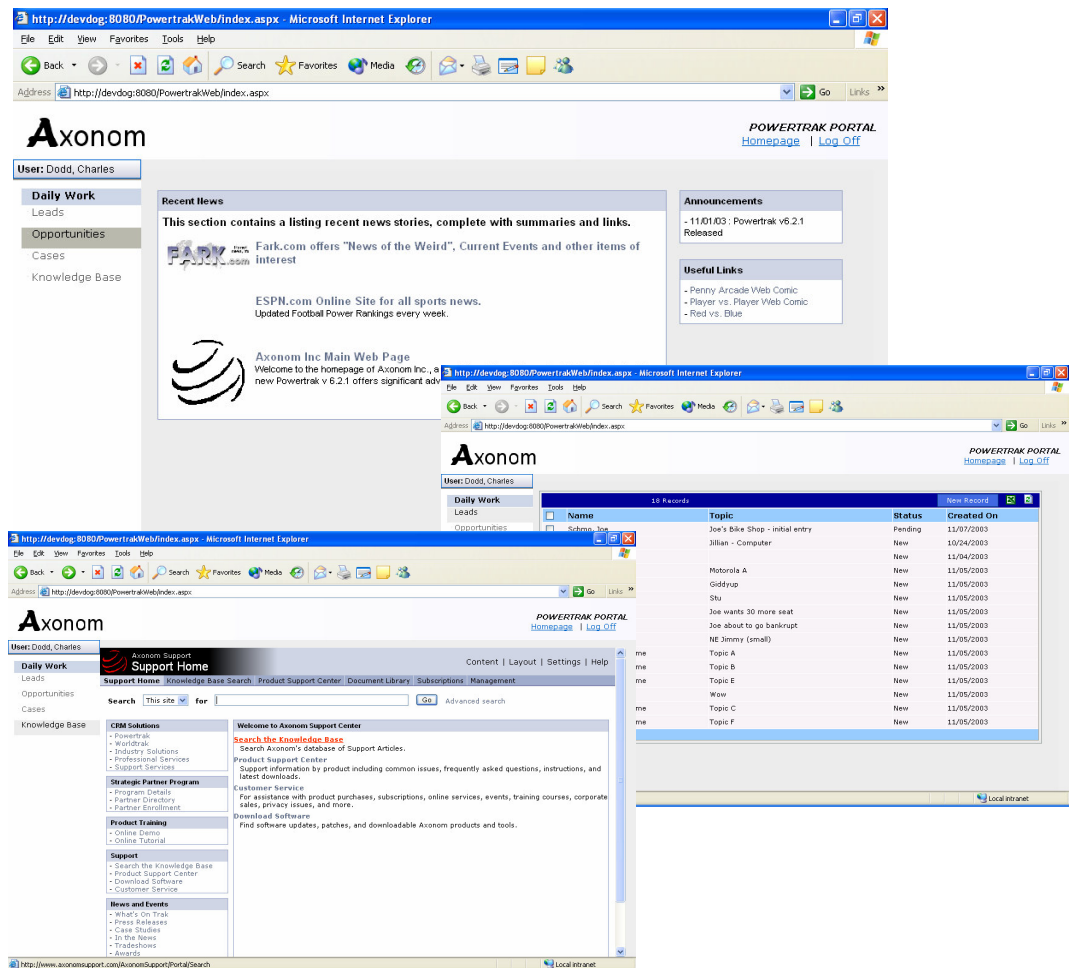
- Account and Contact Phone Book
- Lead Registration and status
- Product/Pricing Configuration
- Opportunity/Pipeline Management
- Marketing Co-op Funds Management
- Customer Case history and status
- Customer order/shipping status
- Customer Asset tracking
- Marketing Campaigns
- Company News

Powertrak Partner Portal

Improve business potential, add value to your business partners, reduce costs and enhance productivity by providing user-specific access to information, applications, and business processes from a single, web-based portal.

Finally, CRM interaction for everyone inside and outside your company, without the complex training that drives CRM implementation costs up and ROI down. The Powertrak Partner Portal offers cost effective, web-based solution to provide your key internal and external business partners with the information that they need. A complete interaction system to communicate with your company.

Powertrak Partner Portal provides a completely configurable way for everyone to work with Powertrak, ERP and virtually any other information that they need to provide the ultimate self-service experience. Add Microsoft SharePoint or your own Knowledge Management add-on to extend rich web document content to the Portal.



The screenshots show the Powertrak Partner Portal interface in a Microsoft Internet Explorer browser. The main page includes a navigation menu with 'Daily Work', 'Leads', 'Opportunities', and 'Cases'. The 'Daily Work' section is active, showing a 'Recent News' section with a link to 'Fark.com offers "News of the Weird"' and an 'Announcements' section with a release for 'Powertrak v6.2.1'. Below this is a 'Useful Links' section with links to 'Penny Arcade Web Comic' and 'Player vs. Player Web Comic'. A 'Knowledge Base' section is also visible, featuring a search bar and a list of categories like 'CRM Solutions', 'Strategic Partner Program', and 'Product Training'. A second screenshot shows a detailed view of a record in a table with columns for 'Name', 'Topic', 'Status', and 'Created On'. The table contains several entries, such as 'Joe's Bike Shop - initial entry' and 'Jillian - Computer'. A third screenshot shows the 'Support Home' page with a search bar and a 'Knowledge Base' section containing various support resources.

Product Details

Multi-Channel Sales and Marketing

- Provide lead registration and tracking, integrated distributor forecasting, and opportunity tracking to your business partners over the web with no training required
- One place to deliver leads to your partners.
- Works with the Powertrak Workflow engine to allocate leads and provide alerts instantly
- Powertrak Partner Portal comes built-in with secure access so each partner sees just the deals that belong to the sales channel and dealer

Self-Service Web

- Provides instant information and saves phone calls
- With a separate website running 24/7, partners can work with critical information such as leads, cases, company news and account status when it fits their schedule
- Direct access is the proven way to save hundreds or thousands of phone calls and emails, and keep your call center costs down.
- Provides a rich user experience, with graphics, data and scripted communications with no training.

Custom Configuration View

- "My Portal" configuration gives each user just what they need.
- Users can select just the functions that they need for tailored one-to-one interactions with your organizations.
- On-the-fly choices include colors, screen view and access to all "nuggets" of information that you authorize.
- Each nugget shows "what's new" at a glance so that users can go right to the hot items.

Interact with ERP

- Interact with Powertrak, ERP and other data sources.
- The Portal can provide interaction with anything in the Powertrak CRM systems.
- Use the portal to expose other data sources outside of Powertrak such as ERP, supply-chain, e-Commerce and more with no coding.
- With optional Powertrak XML Data Exchange, you can further extend the Portal across multiple architectures.

Configure with No Coding

- Powertrak Portal installs as a separate website
- Build an unlimited number of portal "nuggets" right inside the Powertrak administration module
- Set up sorting, presentation, table selections. Column layout, color and more for each nugget without needing extensive IS support or learning custom tools.

Link to Knowledge Management Systems

- Optional link to Microsoft SharePoint and other knowledge Management (KM) systems.
- Extend the web portal through links to your KM solution to provide access to all the unstructured documents that your partners need.
- Simple HTML links can be set to provide full text and advanced web searching.
- Modify the HTML Portal web to seamlessly integrate with your other websites.

Optional add-ons include:

- Knowledge Manager
- Powertrak XML data pump
- All standard functions are built within the modifiable Powertrak Portal Application builder and can be changed on -the-fly
- The Partner Portal provides a separately installed website that can be moved inside or outside firewalls for full compliance with your corporate security policies.

Powertrak is designed to meet the needs of specialized industries and Microsoft centric mid-size organizations

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