

## Maximum Sales Productivity

Successful sales organizations share three common traits:

- a smart customer acquisition process
- timely and accurate information in the hands of salespeople and their managers
- sales accountability

Dovarri sales productivity solutions and services help your business establish and embed these advantages to deliver maximum sales productivity and revenue. Developed over the past 10 years and used in large and small sales organizations, sales productivity solutions from Dovarri combine sales force automation software and proven business processes.

### The results?

- You focus resources on the right customers and prospects.

- You know which sales processes are working and who is meeting sales goals.
- You're better able to keep production and inventory in sync with sales so that customers stay happy.
- Management knows in real-time what's in the sales pipeline and understands the potential revenue implications.

## Fast, Flexible, Mobile

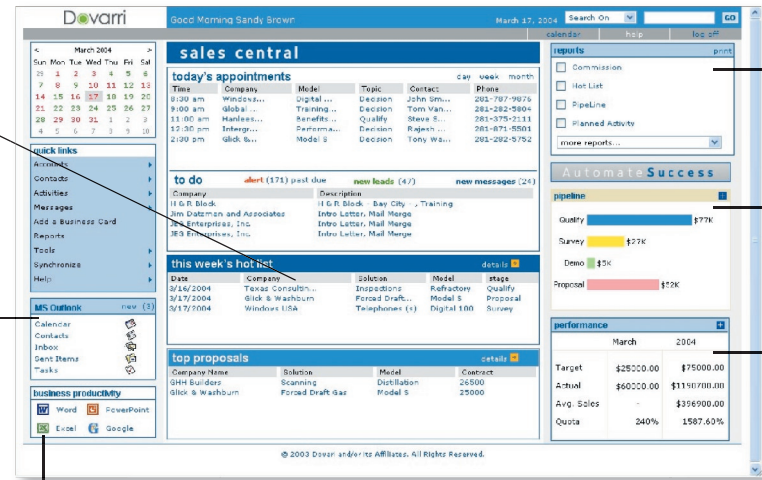
Better decisions and a quicker sales cycle come from having accurate information at your fingertips. In the office or on the road, Dovarri sales tools are always with you.

Access the same information in the same way from your desktop, notebook, tablet and Pocket PC. Work online or offline. Sync your files through any type of Internet connection – wired or wireless.

## Dovarri tools in action

Dovarri applications surpass traditional Customer Relationship Management (CRM) and sales force automation solutions in their ability to deliver what sales and management needs.

### What Salespeople Need.



Focus on what's important.

Monitor your sales commissions.

Know where you are at all times.

Track your progress against sales goals.

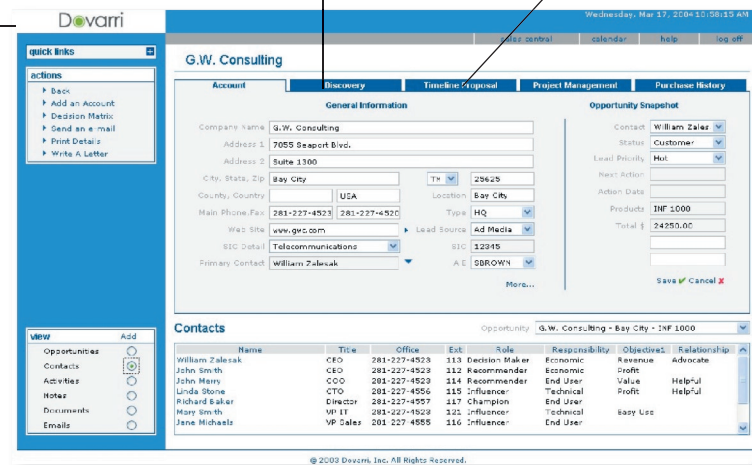
Enjoy "one-click" access to Outlook functions.

Save time. Import Excel data into Dovarri Sales Central. Run Dovarri sales reports right in Excel.

Save time. Identify the real opportunities

Build a sales road map with your client. Understand timeline and decision milestones.

Get the big picture in one screen.



### What Management Needs.



Know who needs your support.

Identify your star performers.

Spot long-term trends in sales performance.

Understand the potential impact on production.

## Sell more faster

Dovarri tools put sales and management in touch with the real-time information they need to make faster, more informed decisions.

**Easy to Use:** In less than an hour, users can master the day-to-day functions of Dovarri tools.

**Useful Information:** From a single screen, salespeople can gauge their sales leads, proposals, quotas and more. Managers get information to manage the sales process in real-time, not at the end of the sales cycle.

**Integrates with Microsoft Applications:** Dovarri tools seamlessly integrate with Outlook and other Microsoft applications. No more double entry of customer information.

**Work How You Want:** Never worry about being out of touch with your customers. Dovarri tools are as mobile as you are. They work on your Pocket PC, as well as Tablet PC, notebook or desktop PC. Dovarri applications are available online or offline.

**The Right Platform:** Based on Microsoft.NET, Dovarri tools can be implemented in a matter of weeks, not months.

**A Snap to Administer:** Set up users, control access levels, maintain organizational hierarchies, set up and manage territories, add product information, rename fields and change field values all from a single screen. No programming required.

**Easy to Customize:** Tailor field labels, values, qualification questions, sales processes and product information to how you work.

**Traditional or ASP:** Choose the traditional enterprise application or have us manage Dovarri applications from our secure, world-class data center.

**Professional Services:** Get the most out of your Dovarri investment with the help of our sales process experts.

## FAQ

### **How much work does it take to set up and implement Dovarri software? Can we do it ourselves?**

Dovarri implementation times range based on size and complexity. For smaller organizations with a well defined sales process, a solution can be set up with little effort and minimum support from Dovarri. For larger organizations Dovarri recommends that customers use a professional services resource from Dovarri or a Dovarri implementation partner.

### **Do we have to alter our sales processes with Dovarri tools?**

No. If you already have your sales processes defined, Dovarri will capture those processes and embed them in the Dovarri solution.

### **How is Dovarri delivered?**

Dovarri is delivered to clients either as a traditional on-premise software solution or as a hosted service (ASP). Companies can choose the deliver option that best meets their budget, IT culture and size.

### **How much does it cost?**

Dovarri's solutions range in cost based on size and complexity. On-premise license fee list price is \$1,595. ASP fees range from \$65 to \$99 per user per month.

### **How much user training is required?**

#### **Does Dovarri provide it?**

Tier 1 Research wrote in a recent newsletter that 80% of Dovarri's solution can be learned in 1 hour. The amount of training required depends on the size of the organization and # of users. Dovarri provides hands-on training, e-learning and instructor certification.

### **Why should I consider Dovarri hosted solution?**

Customers choose Dovarri's hosted solution to limit the up-front capital investment required for a typical enterprise software deployment. Additionally, our hosted solution customers require minimal IT infrastructure.

### **What can Dovarri Professional Services people provide that we can't do ourselves?**

In addition to leading technology professionals, Dovarri Professional Services also staffs experienced sales process experts. Our sales process experts have over 30 years of experience in sales and sales management in major corporations. Our sales process experts can work with clients on short quick process definition or more strategic process projects, including market research to align sales processes with client expectations.

### **Does Dovarri have a certified partner program?**

Dovarri does have a certified partner program that allows partners to sell, implement and service Dovarri sales solutions. Dovarri supports the partner channel with training, sales support and lead generation.

### **Who are Dovarri's key partners?**

Dovarri was recently selected by HP Americas Mobile Solutions as a strategic partner in their mobile sales force automation solution set. The HP relationship means Dovarri customers have access to a turn-key implementation from HW, SW and services from one of the largest IT solution providers in the world.