

# Sales dashboards to improve sales success

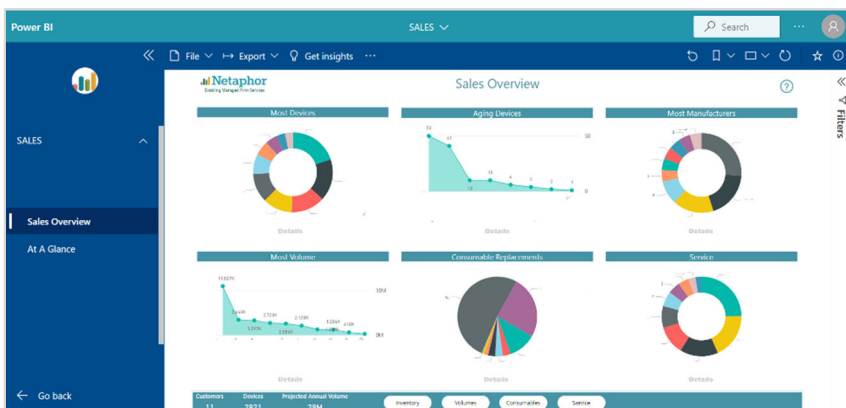
Netaphor SiteAudit™ Power BI Sales Analysis Dashboards

## Visualizing Sales Opportunities

The SiteAudit sales dashboards are designed for partners so they can focus on winning new fleet contracts or expand their management of existing customer fleets. Live data is visualized to analyze customer fleet opportunities. This enables sales managers to maximize their sales effort, reach their targets, and provide them with the competitive insight to win more business.



*SiteAudit sales dashboards create a new visualization standard of fleet analysis improving sales opportunities and customer service performance*



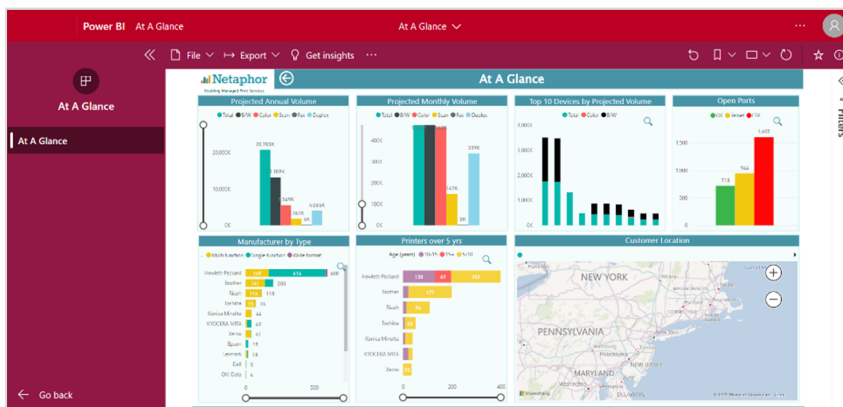
**Sales Opportunities dashboard**

Sales Opportunities visuals provides insightful analysis and visibility into customer opportunities. These opportunities can lead to hardware and services revenue.

A sales manager can identify specific opportunities to improve customer performance and delegate this to the salesperson to initiate a sales call.

The At-A-Glance visuals are designed to show the end customer a quick fleet overview but also highlight key insights taken from the Sales Opportunities dashboard.

A salesperson can show customers where improvement opportunities lie to reduce fleet costs.



**At-A-Glance dashboard**

SiteAudit  
by Netaphor

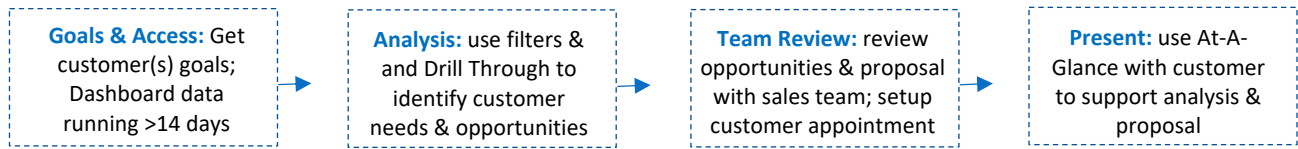
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# SiteAudit Sales Dashboards

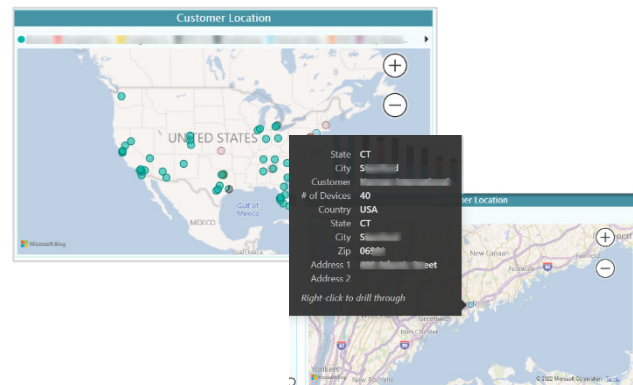
Visualizing sales opportunities to reach sales targets



The typical customer engagement process involves 4-steps.



## Map Visualization



## Dashboard analysis:

- Projected monthly and annual volumes
- Lost volume due to supplies waste
- Supplies average replacement levels
- Inventory mix including aging & device type
- Inventory by geographic location
- Service problems over 8 hours
- Open ports security vulnerabilities

## Sales Opportunities dashboard drill-down visuals

### DASHBOARD DETAILS

#### Platform

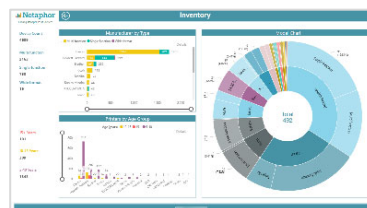
Microsoft Power BI  
Microsoft Azure Active Directory

#### Supported Products

SiteAudit Hosted v7.x

#### Requirements

Microsoft Power BI Pro License  
User Dashboard Account



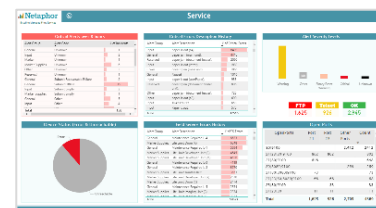
Inventory analysis



Supplies analysis



Volume analysis



Service analysis



ISV/Software Solutions



Netaphor Software, Inc.  
Netaphor SiteAudit 5.0  
Outstanding Fleet Management Solution

Netaphor Software, Inc.  
SiteAudit 6  
Outstanding Fleet Management Solution

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