

simplekoi



Sales & KPI Reporting, Tracking & Analysis



# Performance at a glance.

Sales performance is the lifeblood of any business, communication and transparency of results are key, yet too often many businesses either do not provide this transparency or sales managers are overwhelmed in collating spreadsheets or producing static reports, this not only waste valuable time but the information often becomes inaccurate and can lack the detailed level required.....sound familiar?

Simple KPI is a powerful and comprehensive online Sales and KPI reporting, tracking and analysis system which is fully scalable and will provide any business with full performance visibility. With Simple KPI, sales consultants, sales managers and senior managers can have automated dashboards and reports at a touch of a button that remove "spreadsheet farms" and "Static Reports".

Simple KPI provides a systematic approach to sales reporting, helping to create best practice and process within your business, which will deliver better results.

Simple KPI will answer sales-related questions such as:

- **Who are the top performers, locally regionally and nationally?**
- **What's the impact of specific lead-generation activities?**
- **What are my conversions rates compared with the regional / company average?**
- **What is the KPI performance by day, week, month, year?**
- **How does my performance compare to the previous year?**

"With the real-time information I now have the ability to react quicker and turn a bad week into a good one."

"I can manage on fact not gut feel"

## Online Delivery

Simple KPI is delivered conveniently over the internet, reducing network costs associated with traditional IT installations, there is no additional hardware to purchase, the system is always available and can be securely accessed anywhere and at anytime providing the key people in your organisation with Sales and KPI dashboards in dynamic "real time" league tables and meaningful reporting.

[www.simplekpi.com](http://www.simplekpi.com)

"There is nothing more motivating than having your name in lights, equally nobody wants to be bottom!"

# Simple Features - Key Benefits

- Dynamic league tables display KPI position in the team, area or even company.
- A simple and intuitive 'one point' of entry for KPI figures.
- Automatic conversion statistics and calculations
- Instantly highlight sales trends and performance over time.
- Set and change monthly KPI targets
- Set and track the targets for an individual, area or the company
- Ready to use reports on sales performance, from individual call targets to company sales figures
- Alerting tools allows customised notification of any significant event.
- Transparency of performance at all levels
- Themed sales incentive campaigns
- Customise the interface to your corporate brand
- Simple intuitive system negates training needs
- Full integration with EPOS systems, accounting, CRM systems and databases.
- Online via a web browser - No need for additional hardware
- Tailored approach for training & development
- Flexible pricing structure



A screenshot of the Simplekoi web application interface showing a table of club performance. The table has columns for 'CLUB', 'SALES', 'LEADS', and 'CONVERSION'. The data is as follows:

CLUB	SALES	LEADS	CONVERSION
Acocks Green	10	16	1
Swansea	12	17	1
Cambran	10	18	1
Leicester	5	0	15
Telford	6	16	1
West Brom	7	15	1
Wendesbury	9	20	1



A screenshot of the Simplekoi web application interface showing an 'INPUT DAILY FIGURES' form. The form has a 'Date' field set to '1st January' and a 'Please enter your KPI figure' instruction. Below the instruction, there are two input fields: 'Sales' with a value of '25' and 'Leads' with a value of '25'. There are also 'SALES' and 'LEADS' buttons next to the input fields.

A screenshot of the Simplekoi web application interface showing a table with 'Position' and 'REGION' columns. The data is as follows:

Position	REGION
1	One
2	Two
3	Three
Company Total	

# More information...

For more information on the **SimpleKpi** system please visit, [www.simplekpi.com](http://www.simplekpi.com)  
or, for an informal and confidential chat about your requirements, email us at  
[info@simplekpi.com](mailto:info@simplekpi.com)

Alternatively simply call us on **0845 643 0158**

# [www.simplekpi.com](http://www.simplekpi.com)