

# ROI Opportunities Across the Organization

Sales Operations	Services	Finance	Sales	Executive Management
Scalability	Resource Utilization	Scalability	Increased GM\$ Production	Volume Based Rebates
Eliminate Manual Entry	Resource Realization	Working Capital Reductions	Sales History Mining	Program Tracking
Transaction Level Rebates	Job Profitability Visibility	Invoice Accuracy	Account Planning	Segment Profitability
Commission Tracking	Project Tracking	Invoice Timeliness	Contract Renewal	Free Cash Flow for Investments
Quote Revisions	Time and Materials	Reduced DSOs	Deal Profitability	Decision Support
Order and Invoice Reconciliation	Milestone Billing	Commissions and Expenses	Customer Asset Tracking	Audit Readiness