

Win Ratio vs Last Yr

28.517



Open Deals vs Last Yr



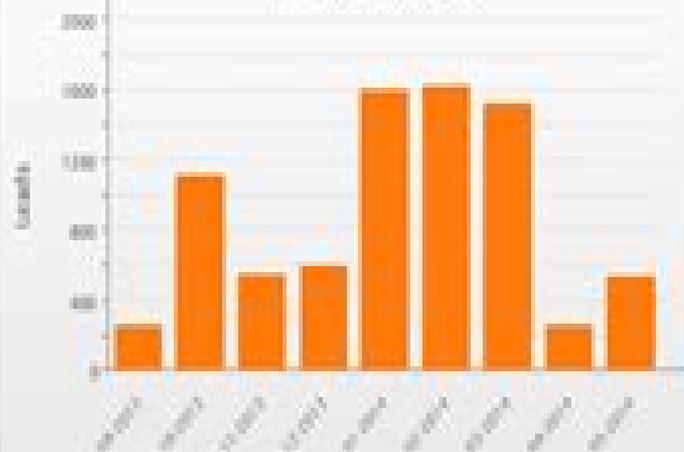
YTD Sales vs Last Yr



- actual
- target growth
- expected growth

Leads Created

Lead creation period



Opportunities Won

Closing period



Sales Ratios

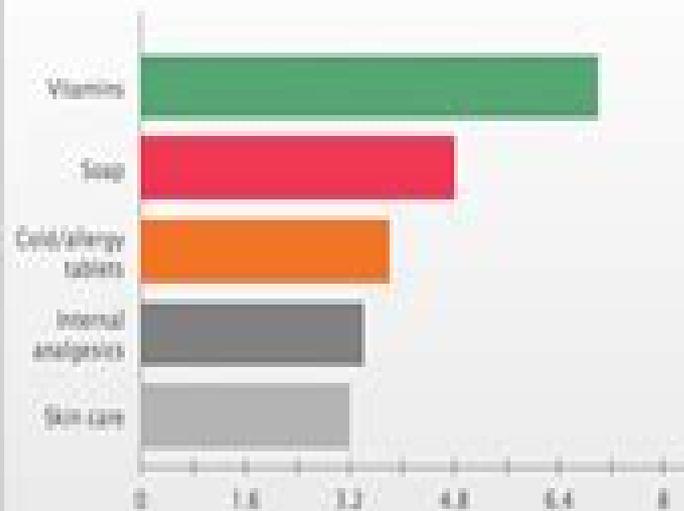


Quick Ratio Target: 1,00 or higher



Quick to Close Target: 3.0 or lower

Top Products in Revenue (\$M)



Key Performance Indicators Dashboard

Philo Janus, Stacia Misner



Key Performance Indicators Dashboard:

Project Management Metrics, KPIs, and Dashboards Harold Kerzner, 2011-08-16 This book walks readers through everything from the basics of project management metrics to monitoring performance Its content is aligned with PMI's PMBOK Guide and stresses value as the main driver Author Harold Kerzner uses his connections in major Fortune 500 companies to pull example dashboards and case studies from leading project management offices With the growth of complex projects stakeholder involvement in projects and other emerging factors this book offers sane advice to keep readers above fray and reach their project management goals Provided by publisher *The Big Book of Dashboards* Steve Wexler, Jeffrey Shaffer, Andy Cotgreave, 2017-04-24 The definitive reference book with real world solutions you won't find anywhere else The Big Book of Dashboards presents a comprehensive reference for those tasked with building or overseeing the development of business dashboards Comprising dozens of examples that address different industries and departments healthcare transportation finance human resources marketing customer service sports etc and different platforms print desktop tablet smartphone and conference room display The Big Book of Dashboards is the only book that matches great dashboards with real world business scenarios By organizing the book based on these scenarios and offering practical and effective visualization examples The Big Book of Dashboards will be the trusted resource that you open when you need to build an effective business dashboard In addition to the scenarios there's an entire section of the book that is devoted to addressing many practical and psychological factors you will encounter in your work It's great to have theory and evidenced based research at your disposal but what will you do when somebody asks you to make your dashboard cooler by adding packed bubbles and donut charts The expert authors have a combined 30 plus years of hands on experience helping people in hundreds of organizations build effective visualizations They have fought many best practices battles and having endured bring an uncommon empathy to help you the reader of this book survive and thrive in the data visualization world A well designed dashboard can point out risks opportunities and more but common challenges and misconceptions can make your dashboard useless at best and misleading at worst The Big Book of Dashboards gives you the tools guidance and models you need to produce great dashboards that inform enlighten and engage

Performance Dashboards Wayne W. Eckerson, 2010-10-07 Tips techniques and trends on harnessing dashboard technology to optimize business performance In Performance Dashboards Second Edition author Wayne Eckerson explains what dashboards are where they can be used and why they are important to measuring and managing performance As Director of Research for The Data Warehousing Institute a worldwide association of business intelligence professionals Eckerson interviewed dozens of organizations that have built various types of performance dashboards in different industries and lines of business Their practical insights explore how you can effectively turbo charge performance management initiatives with dashboard technology Includes all new case studies industry research news chapters on Architecting Performance Dashboards and Launching and Managing the Project and

updated information on designing KPIs designing dashboard displays integrating dashboards and types of dashboards Provides a solid foundation for understanding performance dashboards business intelligence and performance management Addresses the next generation of performance dashboards such as Mashboards and Visual Discovery tools and including new techniques for designing dashboards and developing key performance indicators Offers guidance on how to incorporate predictive analytics what if modeling collaboration and advanced visualization techniques This updated book which is 75% rewritten provides a foundation for understanding performance dashboards business intelligence and performance management to optimize performance and accelerate results

Dashboard for Consumer Generated Media Christian Hackel, 2009-04-28 Seminar paper from the year 2009 in the subject Business economics Offline Marketing and Online Marketing grade 2 0 University of Cologne course Marketing Seminar Word of Mouth language English abstract In times of web 2 0 consumer generated content tends to have an even stronger influence on potential customers than marketing activities from the business side The electronic world vastly accelerated the proliferation of information Especially younger people often collect independent information about a product online before actually purchasing it Classic advertisement is predominantly considered to be biased Due to this potential of autonomous information it is crucial for companies to find effective ways to track measure and interpret electronic Word of Mouth e WOM This paper presents ways to measure web based contents quantitatively and introduces appropriate indicators to provide the company with a full spectrum view of the consumer generated media Moreover the interrelation between e WOM and sales is shown As a conclusion suitable metrics are adapted to a practically usable dashboard for the management

Key Performance Indicators Dashboard Jeroen Rossi, Kristof Wyckmans, 2010

Data and Analytics in Accounting Ann C. Dzurainin, Guido Geerts, Margarita Lenk, 2024-06-27 Data Analytics in Accounting An Integrated Approach develops an integrated data analysis and critical thinking skill set needed to be successful in the rapidly changing accounting profession Following a pattern based approach to profiling cleaning and transforming data the book helps explore data from a variety of perspectives for analytical purposes and key data relationships The text guides students to develop the professional skills they need to plan perform and communicate data analyses effectively and efficiently in the real world This international edition introduces a new feature Data Analytics and Decision Making at the end of the book which offers students the opportunity to see how they can use data analytics to help solve realistic business problems In addition topical changes have been made in select chapters and brief exercises along with multiple choice questions have been revised in all the chapters

Applied Marketing Daniel Padgett, Andrew Loos, 2019-04-24 Applied Marketing is a concise product that provides the very latest examples of marketing techniques and campaigns from today s business world without compromising on traditional theories of marketing Marketing is about decision making and professors want material that will help students develop their critical thinking skills so they can think like a marketer and see that marketing is everywhere around them Who better to develop such a product than a

practitioner Andrew Loos of Attack Marketing and an academic Daniel Padgett of Auburn University Together these authors provide insights into what employers need know the latest tools used by companies today and can help students smoothly move from the classroom to their careers Applied Marketing connects traditional marketing with customer perspective marketing thus teaching students the value of allowing customers to feel more connected to the product brand and company

Building Integrated Business Intelligence Solutions with SQL Server 2008 R2 & Office 2010 Philo Janus,Stacia Misner,2011-02-22 Master Microsoft s Business Intelligence Tools Building Integrated Business Intelligence Solutions with SQL Server 2008 R2 Office 2010 explains how to take full advantage of Microsoft s collaborative business intelligence BI tools A variety of powerful flexible technologies are covered including SQL Server Analysis Services SSAS Excel Excel Services PowerPivot SQL Server Integration Services SSIS Server Reporting Services SSRS SharePoint Server 2010 PerformancePoint Services and Master Data Services This practical guide focuses on deveoloping end to end BI solutions that foster informed decision making Create a multidimensional store for aggregating business data with SSAS Maximize the analysis capabilities of Excel and Excel Services Combine data from different sources and connect data for analysis with PowerPivot Move data into the system using SSIS InfoPath Streamsight and SharePoint 2010 External Lists Build and publish reports with SSRS Integrate data from disparate applications using SharePoint 2010 BI features Create scorecards and dashboards with PerformancePoint Services Summarize large volumes of data in charts and graphs Use the SSRS map feature for complex visualizations of spatial data Uncover patterns and relationships in data using the SSAS data mining engine Handle master data management with Master Data Services Publish the components of your BI solution and perform administrative tasks

Audiology Practice Management Brian Taylor,2019-01-18 Audiology Practice Management Third Edition by Brian Taylor provides new and established audiologists with everything they need to know about running a practice in the 21st century This new edition offers expert approaches to starting and maintaining a practice in audiology from technical legal and financial daily operations to new issues like HIPAA compliance social media considerations and marketing strategies in the digital age Readers will benefit from the collective knowledge and expertise of audiologists and assorted industry experts who share pearls controversies and tips on a wide range of topics including areas of practice not commonly seen in textbooks Six new chapters cover key topics including basic management principles clinical education pricing strategies entrepreneurial skills changes in healthcare documentation and valuation and exit strategy Key Features The financial aspects of audiology including accounting coding reimbursement and competitive pricing The delivery of optimal patient centered services with discussion of quality improvement staffing infection control and improved amplification acceptance rates A clinical process perspective on changes in healthcare documentation and how to use SOAP notes Best practices from credentialing and contracting to sales and marketing strategies Full color figures flowcharts and textboxes This title is part of a three volume set on Audiology Diagnosis Treatment and Practice Management Together these

books cover every aspect of audiology providing a remarkably comprehensive resource essential reading for doctoral students in audiology and must have bookshelf references for audiologists

Core Concepts of Accounting Information Systems Mark G. Simkin, James L. Worrell, Arline A. Savage, 2018-05-14 Accounting Information systems AIS have become indispensable in the field and this book provides clear guidance for students or professionals needing to get up to speed Designed to suit a one semester AIS course at the graduate undergraduate or community college level Core Concepts of Accounting Information Systems explores AIS use and processes in the context of modern day accounting Coverage includes conceptual overviews of data analytics accounting and risk management as well as detailed discussion of business processes cybercrime database design and more to provide a well rounded introduction to AIS Case studies reinforce fundamental concepts using real world scenarios that encourage critical thinking while AIS at Work examples illustrate complex procedures or concepts in everyday workplace situations Test Yourself questions allow students to gauge their level of understanding while End of Chapter questions stimulate application of new skills through problems cases and discussion questions that facilitate classroom dialogue Practical current relevant and grounded in everyday application this book is an invaluable resource for students of managerial accounting tax accounting and compliance

Management Information Systems Kenneth C. Laudon, Jane Price Laudon, 2006 It's not business as usual anymore that's why you need this seventh edition Businesses can no longer survive without becoming digital The Laudon's is the world's top selling MIS text Here you'll find opportunities to build the skills and acquire the knowledge you'll need to use information systems successfully You'll find along with MIS foundation concepts up to the minute coverage of digital firms e-commerce the wireless web enterprise systems customer relationship management and many more Includes free office XP training CD and interactive text on CD Selected as a suggested resource for CAQ R Information Technology Systems exam preparation

Business Intelligence with Microsoft® Office PerformancePoint™ Server 2007 Craig Utley, 2008-02-12 Deliver BI Solutions with Microsoft Office PerformancePoint Server 2007 Maximize the powerful BI tools available in PerformancePoint 2007 with help from this practical guide You will learn how to collect and store data monitor progress analyze performance distribute dynamic reports and create maintainable projects and forecasts Business Intelligence with Microsoft Office PerformancePoint Server 2007 provides full details on creating scorecards and dashboards performing advanced analysis on data and setting up business plans You will also learn how to integrate PerformancePoint with ProClarity Excel 2007 and SQL Server Reporting Services Configure deploy and secure all the PerformancePoint components Create KPIs scorecards reports and dashboards with the Dashboard Designer Create business models with the Planning Business Modeler and create budgets and forecasts with Excel 2007 Enable advanced data analysis with PerformancePoint Server and ProClarity tools Take advantage of the enhanced analytic capabilities of Excel 2007 Use SQL Server Reporting Services for analytics Align performance with organizational objectives

Information Systems Management in Practice Barbara Canning McNurlin, Ralph H.

Sprague,2006 Dealing with the management of information technology IT as it is being practiced in organizations today the emphasis of this book is on the current material that information systems executives find important its organization is around a framework that readers new to the information can understand In this 7 th edition discussions include the rising societal risks of IT new sections on digital convergence messaging and instant messaging and a revised discussion on wireless technology The topics of outsourcing and and information security have been updated and enhanced Information Systems Management in Practice continues to merge theory with practice through real world case examples Topics include leadership issues the CIO s responsibilities uses of IT information systems planning essential technologies managing operations systems development decision making collaboration and knowledge work An excellent reference resource for anyone employed in the information technology sector of business especially managers of and executives in those departments *Delivering Business Intelligence with Microsoft SQL Server 2012 3/E* Brian Larson,2012-03-16 Implement a Robust BI Solution with Microsoft SQL Server 2012 Equip your organization for informed timely decision making using the expert tips and best practices in this practical guide *Delivering Business Intelligence with Microsoft SQL Server 2012 Third Edition* explains how to effectively develop customize and distribute meaningful information to users enterprise wide Learn how to build data marts and create BI Semantic Models work with the MDX and DAX languages and share insights using Microsoft client tools Data mining and forecasting are also covered in this comprehensive resource Understand the goals and components of successful BI Design deploy and manage data marts and OLAP cubes Load and cleanse data with SQL Server Integration Services Manipulate and analyze data using MDX and DAX scripts and queries Work with SQL Server Analysis Services and the BI Semantic Model Author interactive reports using SQL Server Data Tools Create KPIs and digital dashboards Use data mining to identify patterns correlations and clusters Implement time based analytics Embed BI reports in custom applications using ADOMD NET **APICS, the Performance Advantage** ,2005 **CFO.** ,2010 *Crystal Reports XI: The Complete Reference* George Peck,2005-11-09 This best seller has been fully updated for Crystal Reports XI extreme insight the first jointly developed release of this leading report writing and analysis software since the acquisition of Crystal Decisions by Business Objects Readers will learn to create visually appealing reports that communicate content effectively using helpful features such as charts complex formulas custom functions sorting and grouping Business Views and more Publishing and viewing reports on the Web is also explained in detail NEW coverage includes All the new user interface elements New Dynamic Cascading Parameter Fields and Using Crystal Reports with Business Objects Enterprise XI Fleet Owner ,2005 Microsoft SQL Server 2012 Reporting Services 4/E Brian Larson,2012-03-01 The Definitive Guide to Microsoft SQL Server 2012 Reporting Services Create deploy and manage business intelligence reports using the expert tips and best practices in this hands on resource Written by a member of the original Reporting Services development team Microsoft SQL Server 2012 Reporting Services Fourth Edition covers the complete process of building and distributing reports and explains

how to maximize all of the powerful integrated SSRS capabilities including the new and enhanced features A detailed case study and sample reports are included in this practical reference Plan for install configure and customize SQL Server 2012 Reporting Services Retrieve data with SELECT queries Generate reports from the Report Wizard and from scratch Enhance your reports with charts images gauges and maps Add value to reports through summarizing totaling and interactivity Build reusable report templates Embed Visual Basic NET functions and subreports into your reports Enable end user access to reports via the Report Server and its Report Manager web interface Integrate SSRS reports with your own websites and custom applications Follow along with sample reports from the book s case study *Strategic Database Marketing 4e: The Masterplan for Starting and Managing a Profitable, Customer-Based Marketing Program* Arthur Hughes,2011-12-20 Use the latest digital technologies for lifelong customers and repeat sales Arthur Middleton Hughes is database marketing s Great Explainer He has a unique gift for taking complex subjects and breaking them down in ways people can easily understand This is the most approachable book I have ever read on the subject Ken Magill Publisher The Magill Report Strategic Database Marketing is a must read for anyone in CRM or e mail marketing The Customer Lifetime Value information and formula is critical to utilize Arthur s information makes it easy to update with your e mail metrics and improve KPIs to know the success of each marketing program David Horwedel eCRM Program Manager Dell Arthur Hughes is truly a direct marketing database guru This edition of Strategic Database Marketing is a must read for any marketer in today s ever changing environment Vicki Updike President Miles Kimball Company Strategic Database Marketing objectively challenges the very way we go about using our data and where we should be going in the future It is an important informative and enjoyable read Matt Edgar Founder Global Marketing Alliance and publisher of Direct Marketing International Strategic Database Marketing provides the fundamentals of consumer data management that every marketer should know Arthur s insight into utilizing e mail and social media both as a data source and communication medium is key to creating the highly relevant and targeted messaging that today s consumers demand Angela Sanchez Sr Director of Marketing Universal Music Group Arthur Hughes describes how smart marketers amass the mounds of valuable customer data accumulated by their company find common characteristics among those individuals and then suggest a product or service that customers will be eager to purchase even before they know they want to buy it Kathryn Kiritsis Director Online Marketing Avis Budget Group Read this book if you are looking to make sense of the complexities of database marketing in the digital world Mr Hughes has produced a tour de force Steve Cobden CMO Thompson Company of Tampa Inc I have learned so much from Arthur Hughes over the years This book is no exception He continues not only to address theory but also offer practical measurable application Sue Coakley Sr Director Customer Contact Strategy Yahoo About the Book Since the previous edition of Strategic Database Marketing was published in 2006 digital tools like Google e mail mobile devices and social networking sites have completely changed the game Customer outreach knows no boundaries program management is more complex and smart

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