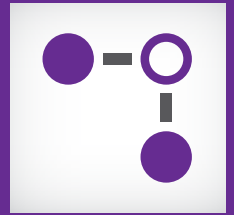







AvePoint® Pipeline Pro

for Microsoft® Dynamics CRM



Elegant Interface. Improved Productivity. Microsoft® Dynamics CRM Data at Your fingertips.

Key Benefits

 <p>Improve CRM User Productivity</p>	 <p>View and Manage CRM Opportunities On-the-Go</p>	 <p>Enhance Management Insight and Reporting</p>	 <p>Optimize Account Management</p>	 <p>Mobile Support</p>
<p>Customize opportunity views in Pipeline Pro for sales and management teams to better view, adjust, and forecast customer opportunities.</p>	<p>Swiftly load, navigate, and browse all opportunities in various view modes, including out-of-the-box opportunity views as well as customized views on your mobile device.</p>	<p>Quickly identify opportunities that require close date or probability adjustments, and implement changes to improve forecasting accuracy.</p>	<p>Allow sales teams to quickly view and manage opportunity details to reduce customer response times through Pipeline's graphical and interactive display.</p>	<p>Present CRM Data on Windows 8.1 and Windows 8.0* devices.</p>

Enabling Mobile Users in a Dynamic World

AvePoint Pipeline Pro for Microsoft Dynamics CRM empowers sales teams with simplified opportunity management on the go. AvePoint Pipeline Pro displays an aggregated view of all CRM opportunities managed by an individual sales person, or by an entire sales team. Views can be tailored based on organization-specific definitions of probability, sales hierarchy, and more. The interactive user experience allows sales teams to adjust expected close dates, opportunity probability, and forecast for the coming months or quarters. With Pipeline Pro, organizations have more power than ever to improve opportunity management, forecasting, and management oversight.

Microsoft Partner

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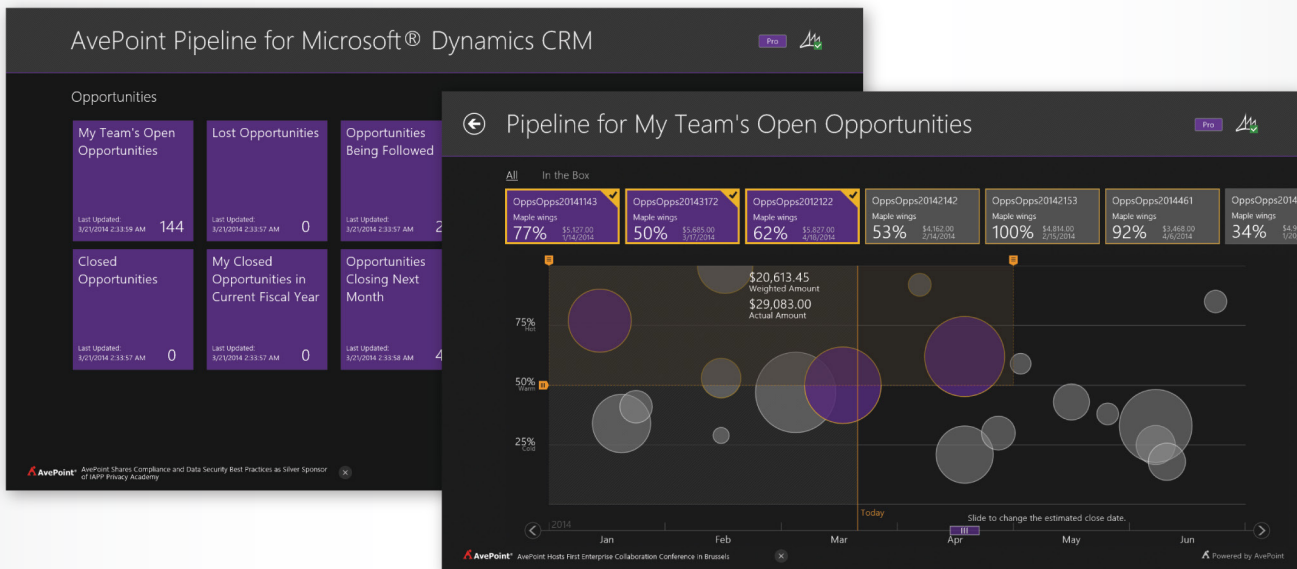
www.AvePoint.com

AvePoint® Pipeline Pro for Microsoft® Dynamics CRM



Key Features

- **Pipeline View** – Interactively display relevant opportunities in view modes tailored to your organization-specific definitions of hierarchy, probability, and more over a specified time period.
- **Forecast** – Dynamically show total opportunity amount as well as weighted amount based on opportunity probability in a selected time range.
- **Summary** – Generate a chart to view total opportunity amounts per month in a specified time range, per owner, or grouped by any other custom criteria (e.g. business unit) to quickly understand opportunity distribution and monthly forecasts.
- **Detail View** – Present record details by drilling into opportunities, such as last included line items, expected close dates, probability, as well as any custom fields to support unique business requirements.
- **Filter** – Create views based on opportunity details including business unit, territory, direct manager, or opportunity owner.
- **Preview Mode** – Allow sales teams to explore “What If” scenarios, adjusting various opportunity close dates and probabilities to view the effect on sales forecasts without skewing the actual details.
- **Launch** – Quickly open a record in Dynamics CRM directly from Pipeline Pro.
- **Personal Views** – Grant end users the permission to create their personal views with customizable criteria to satisfy their specific needs for easier browsing.



Display opportunity relevant information in an integrated interface to meet various business user requirements.

Next Steps

Please contact [DynamicsSolutions_Sales@avepoint.com](mailto:Sales@avepoint.com) to learn more about AvePoint Pipeline Pro for Microsoft Dynamics CRM.

* Note: Pipeline Pro with full features supported for iPad is coming soon.

Accessible content available upon request.