



CRM-Related Technology (2 Pages)

1

User Name (The email address you used when creating your Company Profile)

2

Do you have specific technologies that interface your learning methods to existing CRM systems?

- Yes
- No

Do you have technologies for each of the following that are either stand-alone, or integrated with existing CRM systems?

3

Sales Person Performance Assessment

- a) Stand-alone
- b) Integrated with CRM system
- c) Both a and b
- d) We have no technology in this area

4

Sales Person Coaching

- a) Stand-alone
 - b) Integrated with CRM system
 - c) Both a and b
 - d) We have no technology in this area
-

5

Pipeline management and assessment

- a) Stand-alone
 - b) Integrated with CRM system
 - c) Both a and b
 - d) We have no technology in this area
-

6

Account management

- a) Stand-alone
 - b) Integrated with CRM system
 - c) Both a and b
 - d) We have no technology in this area
-

7

Training intervention reinforcement

- a) Stand-alone
 - b) Integrated with CRM system
 - c) Both a and b
 - d) We have no technology in this area
-

8

Selling Methodology reinforcement

- a) Stand-alone
 - b) Integrated with CRM system
 - c) Both a and b
 - d) We have no technology in this area
-

9

Sales training reinforcement "HELP" tips

- a) Stand-alone
 - b) Integrated with CRM system
 - c) Both a and b
 - d) We have no technology in this area
-

10

Process management / work flow management

- a) Stand-alone
 - b) Integrated with CRM system
 - c) Both a and b
 - d) We have no technology in this area
-

11

Client contract administration / purchase history

- a) Stand-alone
- b) Integrated with CRM system
- c) Both a and b
- d) We have no technology in this area

12

Activity documentation

- a) Stand-alone
- b) Integrated with CRM system
- c) Both a and b
- d) We have no technology in this area

13

Sales Organization productivity assessment

- a) Stand-alone
- b) Integrated with CRM system
- c) Both a and b
- d) We have no technology in this area

SUBMIT

Survey Page 1

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(2 Pages)

Please indicate the CRM systems for which you have interfacing technology:

14

Oracle / Siebel Systems

Yes

No

15

Salesforce.com

Yes

No

16

Microsoft Dynamics CRM

Yes

No

17

Netsuite CRM

Yes

No

18

SugarCRM

Yes

No

19

Sage Software CRM

Yes

No



20

Others (please list and separate each entry with a comma).



Survey Page 2