

Discover the Managed Application services advantage. With TELUS as your Managed Application solutions provider, we manage and distribute software solutions to your business from one or more of our secure intelligent Internet Data Centres. You access them whenever you need via our easy-to-use Web interface.

Apply our Managed Application solutions to all your sales management needs.

### a complete, high-performance sales system

Often the difference between winning or losing a sales deal or reaching your sales target is the quality of information you have and how fast you can access it. What steps are you taking to ensure that every key player in your organization has access to the most recent information about your company, your clients, and your prospects?

Now you can make that goal a reality with TELUS Sales Force Automation solution. This Web-based service delivers powerful yet easy-to-use tools to help your sales teams manage their activities to be more efficient and achieve sales goals.

With TELUS Sales Force Automation, you'll know the status of your funnel with just a few clicks – without having to invest in systems or software and without getting bogged down in the details.

### enterprise-level sales force automation

With TELUS Sales Force Automation, you get an enterprise-level sales force automation system without the hassle and expense of traditional client/server solutions. The solution is scalable to grow with your business, whether your sales team consists of a few members, or a few thousand.

**Focus more resources on profitable sales opportunities.** Using this comprehensive Web-based solution, you and your sales team can plan effectively, with more accurate forecasting. You'll have anywhere-anytime access to a complete catalogue of sales data.

No more wasting time searching for critical information. Distribute, analyze and follow up on hot leads before they turn cold.

**Improve your sales insight and effectiveness.** Build and maintain great relationships, with complete profiles of your prospects, your customers – even your competitors. You'll have powerful forecasting and reporting tools that allow your entire team to identify quality leads, ensure follow-up and more accurately anticipate results. As a manager, you will quickly see how deals are progressing and how close you are to meeting sales goals.

**Roll out quickly.** Because TELUS Sales Force Automation is an Internet-based service, there's no additional hardware or software required. Set-up, data migration, and administration are easy. They take only days, not months, enabling you to get up and running quickly.

**Minimal training.** Task wizards make importing data from existing programs simple. And the intuitive user interface is as easy to use as a day planner, so sales reps will adopt the system quickly.

### Managed Application solutions for your business

- Applications up and running faster than you can build them yourself
- Fixed monthly costs vs. long-term capital outlay
- Worldwide access to your systems
- 24x7x365 support

### the sales force automation advantage

- Focus on profitable sales opportunities
- Improve your sales insight and effectiveness through sales funnel visibility
- Roll out quickly, with fast acceptance



# data & IP solutions

## TELUS Sales Force Automation

managed  
applications  
solutions

### easy to use

TELUS Sales Force Automation is always available through an intuitive Web-based interface. There's no hardware or software to buy or install – your team logs in from the Web.

The workspace can be configured to your personal preferences.

Automatic upgrades mean you're always using the latest version.

### the features you need

**Contact management:** Allows users to share contact information with co-workers or enter personal contacts that only they can view.

**Opportunity management:** Provides comprehensive information about all leads and opportunities that are in the sales pipeline.

**Calendar management:** Lets you schedule and view individual and group meetings and appointments. Get an overview of scheduled activities from an account, contact or deal perspective.

**Customer communication:** Quickly prepares and distributes multiple e-mails and letters using existing customer information.

**Customer management:** Prioritizes prospects and helps sales teams focus on revenue-generating opportunities. You get a comprehensive view of each customer, including the complete history of all activity associated with a particular account.

**Forecasting:** Simplifies the process of predicting which sales will close and when.

**Custom reporting:** Quantifies and improves sales efforts with customizable, analytic custom reports. These reports quickly give you a big-picture view of sales activities, and then drill down to see the details.

**Tasks:** Enters, tracks and assigns action items for yourself and other team members. Promote accountability and keep opportunities moving through the sales cycle.

**Voice integration** Allows users to make updates to account, contact, and opportunity data just by speaking into their cell phone.

### the best for your business

At TELUS, we understand that your customers, partners and employees must trust you to meet their needs without fail. They need to know that your business systems are secure, reliable, available and properly controlled. Gain their confidence with TELUS Managed Application solutions.

Our goal is to provide your business with the economies of scale and sophisticated IT infrastructure enjoyed by the world's largest organizations. Instead of having to go to numerous vendors, TELUS offers you an integrated suite of best-in-class applications and a full range of communication products and services. Our experience and expertise, combined with our commitment to customer service, is your assurance of quality.

### CONNECT WITH US TODAY

Talk to us about how TELUS Managed Application solutions can be a competitive edge for your business. Contact your TELUS Account Executive or call 1-866-GO-TELUS

[asp.inquires@telus.com](mailto:asp.inquires@telus.com)  
[teluscentral.com](http://teluscentral.com)

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the future is friendly<sup>®</sup>