

## GOALS MANAGEMENT MADE EASY

- Web-based service that supports goals creation
- Web access by all corporate staff for goals status update
- Goal ownership connectivity assignments per Department, Team, and Individual
- Real-Time reporting and trend analysis
- Analytics for goals creation and prediction
- Analysis of Forecast accuracy and Pipeline valuation
- Efficiency assessment of goals attainment versus Forecast
- Effectiveness determination of Forecast versus Pipeline potential
- Risk-based simulation and prediction of sales goal attainment probability
- Conversion analysis of Pipeline closes

**“Real Help and Real Leadership to Develop and Maintain Corporate Goals”**



Goals HQ develops, sells, and supports desktop and Web-based software applications. We also provide consulting services that support organizations in managing their Corporate Goals using Goals HQ's analytics software suite, which specializes in Sales Performance Management. We provide Expert Guidance with both analytical tools and techniques as well as senior advisory executive support, including services for Goals creation and Goal setting, assessment, and follow-up.

**Goal Setting.** SPIDER (Sales Performance Index Data Event and Reporting) is a Web-based product that supports goal setting at the Company, Department, Team, and Individual levels, providing Real-Time status updates and reporting as well as basic sales analytics.

**Results Analysis.** SPEAR (Sales Performance Evaluation and Reporting) is an advanced desktop analytics suite that provides sophisticated examination of goals results that are easy to apply by a company's goal administration staff. It uses data created in SPIDER.

Goals HQ is all about Real Help and Real Leadership to develop and maintain corporate sales goals. We are a Software as a Service or SaaS-based company that is focused on the most critical element of Management: the creation and use of Goals. We own patent-pending solutions that provide easy-to-use solutions that make goal setting more accurate and sustainable by any company seeking to improve its Sales Performance.

**Sales Performance Index Data Event and Reporting (SPIDER)** is a cloud-based SaaS that supports the Goals management services of all clients. Each client enters the Web site through the security afforded by SSL encryption and password control. Users identified as Local Administrators have authority for creation of Goals for each corporate entity, and the Individuals (individual end users) linked by Company, Department, and Team are assigned portions of the Goals. Status updates are disseminated at the frequency elected by the client via e-mail and to-be-developed smartphone apps.

**Sales Performance Evaluation and Reporting (SPEAR)** is a local desktop-based product that uses the database created through the Goals HQ service to analyze trends and performance of Goals at any level selected by the corporate administrative group. This simulation and optimization program is designed to utilize the proprietary analytics and algorithms of Goals HQ but mask the sophistication of the process within easy-to-understand setup questions. Results are graphically portrayed to report on trends and highlight significant issues for corporate administration.

**Training Services** is the support provided at the outset to educate key personnel for usage of the Goals tracking and analytics functions. Ongoing support is also provided per an on-demand basis to support interpretation of data as well as retraining of new staff.

**Consulting Services** by senior Goals HQ personnel are provided to client management to support the practices of Goals assignment and success reviews. These services are optional but strategic for the best usage of the Goals HQ products. The products are also used to support the practice of Goals-setting workshops and clinics for effective identification of Goals and goal growth practices.

## SYSTEM REQUIREMENTS

Desktop Requirements: Windows 8, 7, or Vista with 350MB hard drive space and 2GB RAM recommended. Works on MAC running Parallels or Virtual Machine. Web-based Requirements: Internet browser (IE9, Chrome, or Firefox).



Data accumulated by SPIDER is used for prediction of goals success and valuation of goal targets related to period and value. SPEAR adds further sophisticated analytics and makes them easy to apply for rating of goals effectiveness and identification of KPI issues and risks.