

Digging Into Your Data

A massive benefit that comes with automating data collection, is the automated data collation.

At Outcomes Tracking we understand the confidence that comes with your team knowing their numbers. All users can access their daily conversion rates and numbers so will be able to look at their days logically, knowing when their Law of Averages are due to kick in.

The Metrics tab will give them a more detailed overview of their data with the ability to use the date filter to view their performance over different time frames.

Overview users, who have visibility over their team numbers can review their team members data, knowing where, when and with who their guidance is most needed.

Insight into improvement is integral, so your team can see their hard work paying off.

The Director has full visibility over all company data. They can see:

- Daily numbers and conversion rates.
- Who has the best conversion rate through each stage of the sales process
- Territories being worked and territory specific data
- Team based data
- Callback & appointment conversion and usage rates (RES)
- Route to Market specific data

Outcomes Tracking is giving you the power to dig into data, previously untracked, and cannot wait to see the momentum gained and hear the success stories.

When we say we are going to help turn your business into a science, we aren't kidding. You will have the power of data at your finger tips, and it will just be a matter of time before you are seeing the upward trend.

Please let us know if there is anything else that you want tracked or if you need help in getting the most from the data.

