



Global Tracker

Beganto introduces

Global Tracker™

Track overseas sales resulting from your demand creation efforts

Beganto Open Network extends the sample to design win tracking to capture production schedules and manufacturing location.

Global Tracker comes as a simple add-on to Design Winner and is available to reps and distributors at no additional cost. The program is funded by sponsoring suppliers.

In today's global marketplace, suppliers not tracking volume sales resulting from each new business opportunity face two critical problems. First, losing business to competitors at the point of purchase and sometimes being unaware of the loss. Second, being unable to appropriately credit their field sales

reps for the reps' influences at various points in the sales cycle.

Beganto's Global Tracker addresses these problems by providing automatic follow-up on 100% of the opportunities. This helps capture the contact information for people responsible for manufacturing, and get the production schedules and manufacturing locations.

Global Tracker provides the framework for connecting the design win to volume production. This facilitates fair commission payouts. It complements other features of Beganto Open Network including Search, Sample Tracker, NeedaQuote/Quote Tracker, and Need Info/Lead Tracker.

Can you track overseas sales resulting from your demand creation efforts?

Can you identify a global team to support an opportunity as it goes overseas?

Have you been providing timely sales information to your supply chain?

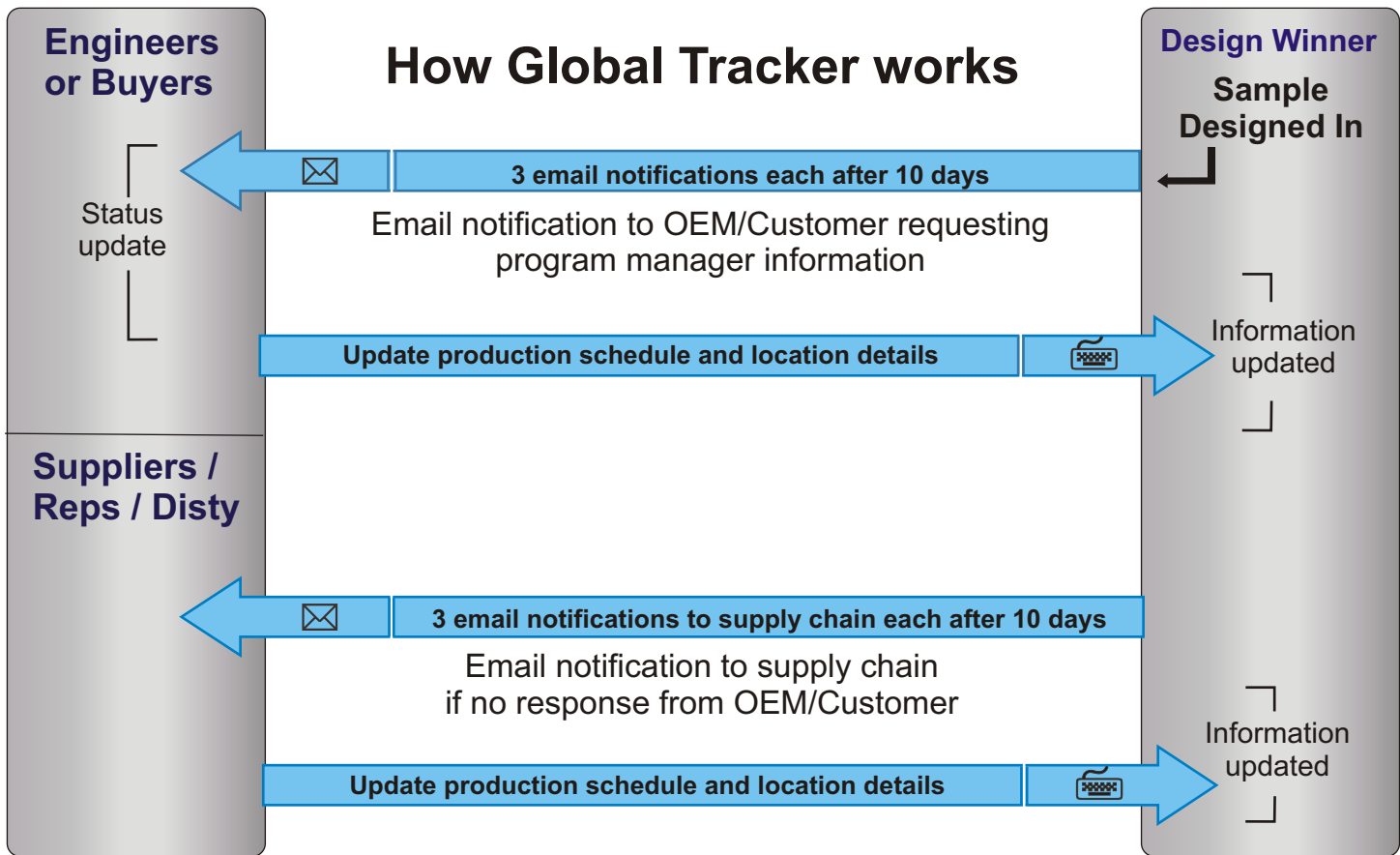
Are your split commissions and sales incentives based on reliable data?



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Above figure graphically illustrates the back-end processes of Global Tracker.

Global Tracker benefits all stake holders

Design Engineer

Gets a digital interface to provide program manager information so that supply chain members may follow up to support volume production. By providing this information the design engineer motivates supply chain members that eventually boosts profitability.

Supply Chain Member

Distributors and reps get referred to the relevant people for follow-up to find out about volume production. If the production information is entered it helps track overseas sales resulting from demand creation efforts.

Supplier

Benefits most by having a motivated sales force that is exclusively focused on making the line grow. Gets better visibility and can direct supply chain to focus on the most profitable opportunities.

Call today to learn more!

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