

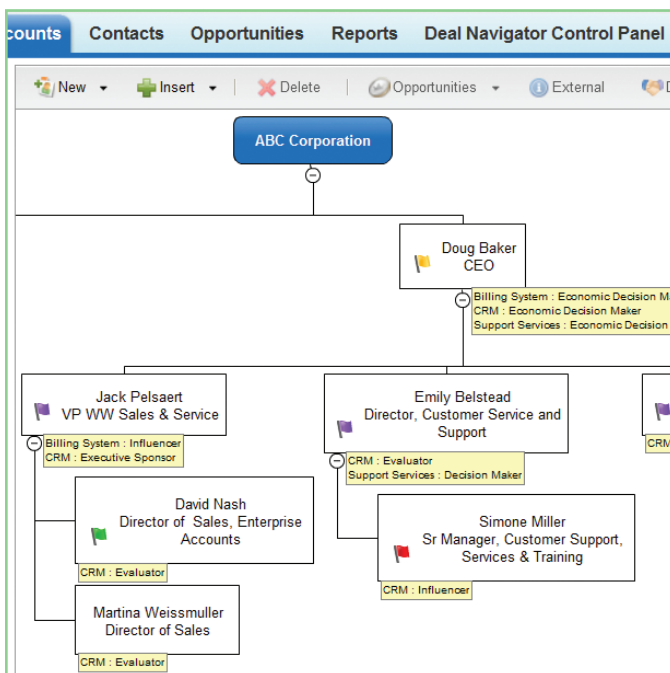


Deal Navigator™

Organization charts automatically created and easily modified, within salesforce.com®

In order to win, you need to know your customer's organization and all the people involved in a purchase decision. That's why leading sales methodologies include org charts as a critical component of opportunity and account management plans. Mindjet® Deal Navigator automatically creates editable organization charts within salesforce.com so sales reps and their managers can see at a glance who matters and what actions are needed.

Create a more efficient and effective sales process and minimize risk by visually identifying all key players and their degree of influence. Mindjet Deal Navigator is a Force.com™ native application that graphically displays account and opportunity data, enables easy drag-and-drop editing and annotation, and automatically records all changes in salesforce.com.



Instantly evaluate the status of your key accounts

KEY FEATURES:

Automatic Org Chart Creation

Save time with automatic creation and updating of organization charts based on contact, opportunity and account data stored in salesforce.com. Eliminate time wasted in manual chart creation.

Drag-and-Drop Editing

Easily change reporting relationships by simply dragging and dropping boxes in the org chart. All changes displayed in the org chart are automatically written back into salesforce.com.

Visual Role Identification

Easily assign roles (evaluator, influencer, decision-maker, etc.) to each contact in an account, for each opportunity.

Disposition Indicators and Comments

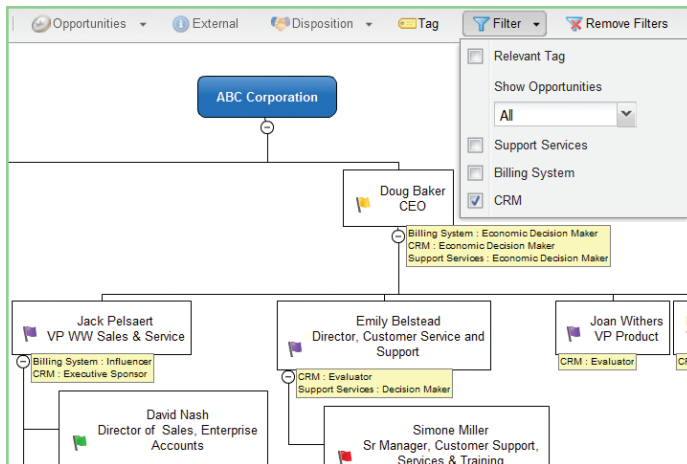
Use visual tags, such as flag icons and check mark symbols, to indicate whether contacts in an account are champions, supporters or antagonists. Easily add written comments and insert additional relationship lines as needed.

Manage Large Accounts

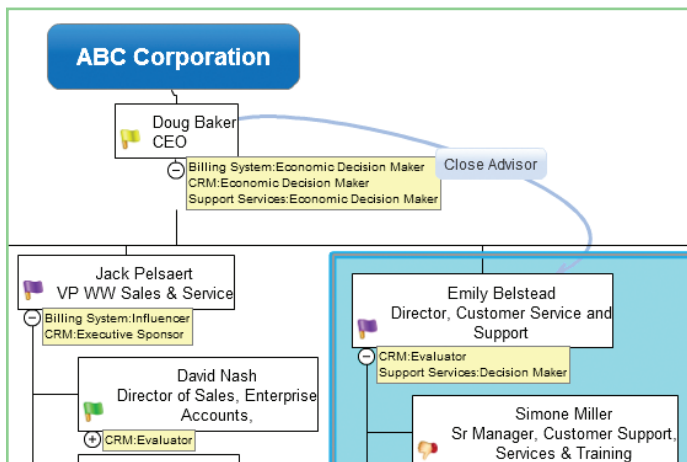
Search for contacts by specific criteria and select only the contacts you want displayed in the org chart.

Use Mindjet Deal Navigator™ to:

- See at a glance whether you have all the information to plan your sales strategy
- Avoid the pain of manually creating and updating the charts you need for opportunity assessment
- Identify who matters most in an opportunity. View, analyze and track influencers and decision-makers in a single view across multiple subsidiaries, divisions, and even other companies.
- Map out next steps using filters and visual cues
- Identify potential roadblocks before issues arise
- Use a consistent, easy-to-update format to simplify account reviews
- Update, edit, and incorporate feedback on the fly, with all changes automatically saved into salesforce.com and shown in the chart



Easily filter on opportunity stage and role



Use annotations to track critical information



Deal Navigator™

ADDITIONAL FEATURES:

Filters for Detailed Views

Focus attention by using filters to display only the contacts associated with a specific opportunity.

Force.com Native Implementation

Data integrity and security are assured.

Praise for Mindjet Deal Navigator

“Mindjet Deal Navigator addresses a key need for Salesforce. The ability to easily map out an account and make modifications on the fly greatly enhances our account planning process. Mindjet hit a ‘home run’ with this app!”

Elay Cohen

Vice President, Global Sales Productivity
Salesforce.com

“Mindjet Deal Navigator dramatically improves enterprise sales efficiency. With one click, we can see everything we need to know to plan next steps and close deals more quickly.”

Sam Weber

VP Enterprise Sales & Client Services
Genius.com, Inc.

“Easy access to actionable data is critical for sales success. Mindjet Deal Navigator transforms the account mapping process with the click of a button.”

Kevin Akeroyd

Chief Operating Officer
Jigsaw Data Corporation

Mindjet Corporation
1160 Battery Street East
San Francisco CA 94111 USA

www.mindjet.com
Toll Free: 877-MINDJET
Phone: 415-229-4200
Fax: 415-229-4201