

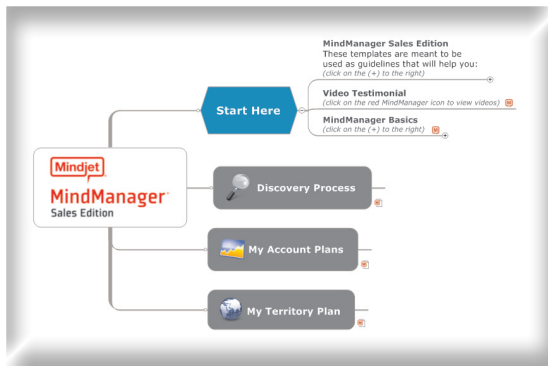


# MindManager®

## Sales Edition

MindManager Sales Edition gets you closer to your customers; accelerating sales cycles and improving forecast accuracy. Differentiate yourself from the competition by providing a visual environment to capture and communicate information ensuring total team alignment. By recording important information centrally together with clients, customer intimacy is enhanced and information validated on the spot, in real time. Structure your methodology using a flexible application so that it is easy to identify, share, and replicate best practices across the sales force. Never again will concepts be forgotten or essential steps in the sales process be missed. With Sales Edition, everyone is on the same page.

Move past reports and forecasts to an intimate understanding of customers; create confidence in knowing when deals will truly be won.



### Visually Communicate to Create Alignment

- Using MindManager Sales Edition during client discovery builds alignment, understanding, and trust in the relationship from the outset.
- As customers watch you actively listen and capture their needs, you elevate your role from sales representative to sales consultant gaining their confidence that the solution will be presented, not a sales pitch.

### Visually Identify Gaps and Avoid Delays in the Process

- Leverage the capabilities of Sales Edition to ensure you are capturing requirements and demonstrating value.
- Visually representing needs, road blocks, and key next steps highlight necessary areas of input which illuminates the process, avoiding delays.
- A transparent sales cycle leads to more accurate forecasting.

### Visually Manage More Efficiently

- Manage complex sales and critical steps in the sales process with Sales Edition.
- Leverage filters, markers, task information and automation, and Microsoft® Office export to optimize input requirements, roles, timescales and deliverables.

## Accelerate your Sales Cycle and Improve your Forecast Accuracy

### KEY FEATURES

#### Sales-Oriented Content

Map templates are available for individual sales professionals, sales teams, and sales managers. Ranging from client discovery, account planning, meeting management, and territory planning, these templates will take advantage of MindManager's visual productivity environment to make your sales process a success.

#### Organizational Chart

Create an organizational chart to identify decision-makers, influencers and champions.

#### Attachments/Hyperlinks

Attach or hyperlink to any Word, Excel®, PowerPoint®, PDF file, or web page, including files from SharePoint® or Google™ Docs. Keep all information and resources at your fingertips.

#### Microsoft Office Integration

Import and export Microsoft Office files, including Word, Excel, PowerPoint, Visio®, and Project®.

#### Map Filters/Search

Filter or search content based on keywords, priority, flags, map markers, due date, completion percentage, resources, and more.

Mindjet Corporation  
1160 Battery Street East  
San Francisco CA 94111 USA

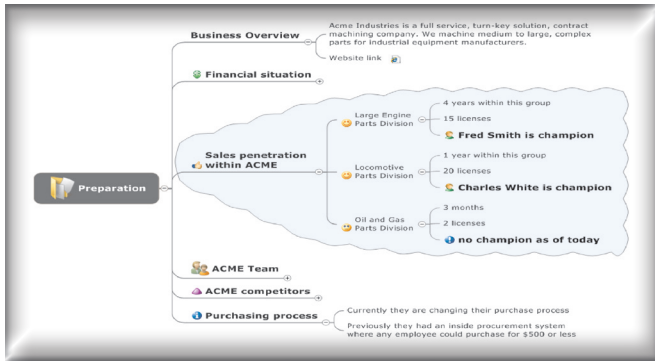
www.mindjet.com  
Toll Free: 877-MINDJET  
Phone: 415-229-4200  
Fax: 415-229-4201

MindManager Sales Edition comes with twelve templates developed for individual sales professionals, sales teams, and sales managers. These templates range from client discovery, account planning, meeting management, and territory planning.

Highlighted below are three of these templates that will help you get started quickly.

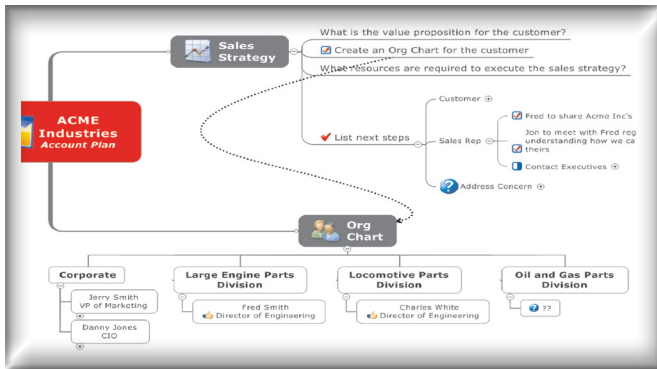
### Client Discovery

- Develop relationships faster by actively listening and gaining trust.
- Visually communicate and agree on next steps to avoid delays in the sales cycle.



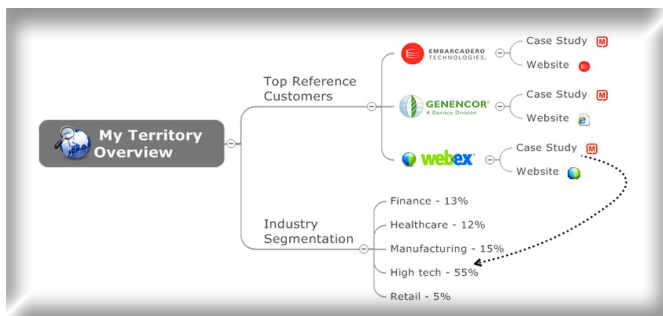
### Account Plan

- Develop an account strategy with your team in a single-page view.
- Quickly identify gaps in the sales process.
- Identify cross-selling opportunities.



### Territory Plan

- Create a clear and concise territory plan in half the time.
- Clarify your goals and objectives.
- Quickly identify gaps in your business strategy.



# MindManager® Sales Edition

**“Before MindManager, our average sales cycle was around nine months. Now our average sales cycle is three months and our win rate has increased! MindManager has helped our team increase success rates and gain stronger relationships with our customers.”**

Stu Schmidt  
Vice President of Global Sales and Service  
Unifair

#### SUPPORTED OPERATING SYSTEMS:

- Microsoft® Windows Vista® 32-bit
- Microsoft Windows® XP SP3 32-bit
- Microsoft Windows Server® 2003 32-bit
- Microsoft Systems Management Server using Windows Server 2003 32-bit
- Citrix MetaFrame Presentation Server 4.5

#### SYSTEM REQUIREMENTS:

- IBM or compatible Pentium® processor (700 MHz or greater)
- 512 MB RAM or greater
- 150 MB disk space and 50 MB more during installation
- SVGA (1024 x 768/16-bit color or greater)
- Microsoft .NET 2.0 or higher

#### ADDITIONAL REQUIREMENTS TO USE CERTAIN FEATURES:

- Microsoft Office Professional 2002/XP, 2003 or 2007
- Microsoft Project® 2002, 2003 or 2007
- Microsoft Visio® Professional 2002, 2003, or 2007
- Microsoft Internet Explorer® 6.0 or greater
- Mozilla® Firefox® 3.0 or greater
- Adobe® Acrobat® 9.0 or greater
- Adobe Flash® Player 9 or greater
- Internet Connection