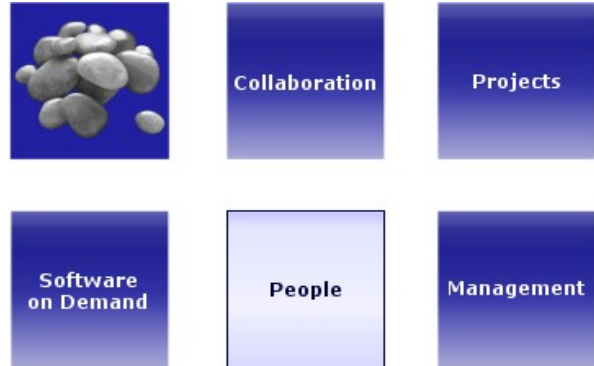


OnSuite People Services

- the on demand HR and CRM solution

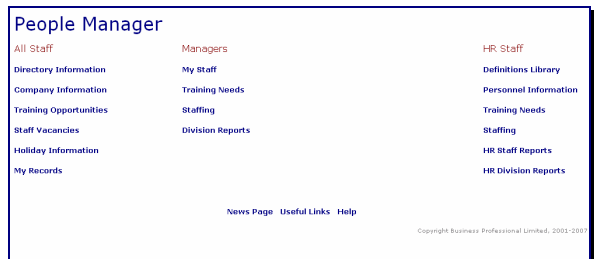
Access powerful staff and customer record management tools on the Web

With the current plethora of employment legislation, ensuring your staff records are up-to-date and accurate is essential to a business. In addition, keeping track of your customers and prospects and ensuring that staff know the latest activities planned or undertaken even when they are travelling or at a customer office is critical to your success. OnSuite People Services provides the on demand solution to your HR and CRM requirements, all delivered to you as a service.



Manage staff records with OnSuite People Manager

People Manager enables you to maintain your employee details online including their contact information, interests, employment history, absences, salaries, holidays, benefits, appraisals and more.

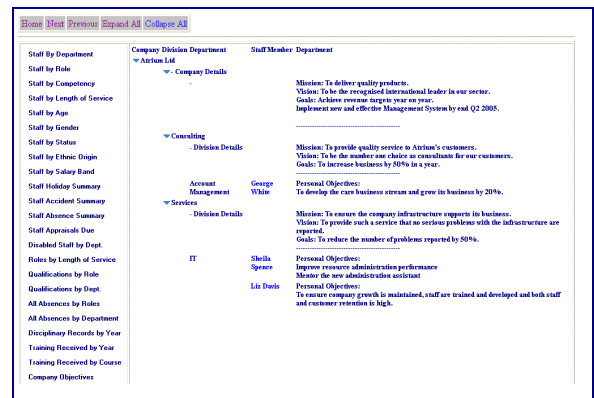


Different sets of records are available to staff depending on the role you assign to them. Staff have access to contact information, staff interests, company experts and holiday information as well as all their own records. Managers have access to the records of all the staff reporting to them and your HR staff have access to all records.

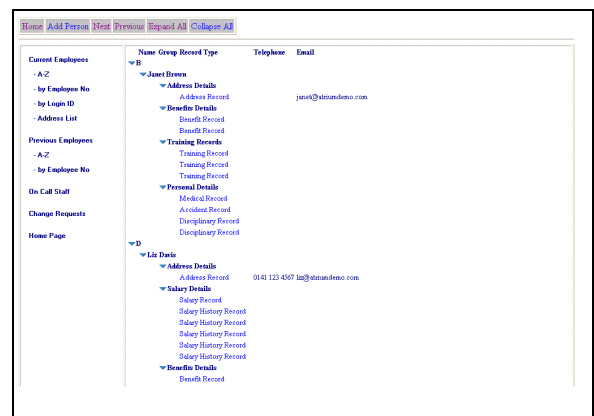
Staff can create and maintain a subset of their own records and can request holidays online for approval by their manager.

Managers can track staff training requirements and appraisal dates. They can also identify their staffing needs so that the HR department can establish their recruitment plans.

Company data such as mission and vision statements, cascading down from the overall company statement to divisions, departments and individual staff objectives are easily managed on-line and communicated to staff.



Reports analysing employee data by, for example, department, length of service, absence types, are available to HR staff. Staff vacancies and training programmes can be maintained online and made visible to all staff.



With its comprehensive set of records, People Manager meets the record keeping requirements of Investors in People supporting your organisation in attaining and maintaining this certification.

Manage customer relationships with OnSuite Customer Manager

Customer Manager enables sales and support staff to keep records of their contacts and activities online. Details of the companies they deal with and associated individual contacts can be maintained. Sales and support actions can be planned, recorded and tracked to closure.

Sales campaigns can be planned and monitored and sales opportunities identified and managed with targets set for individual sales staff and teams.

Support contracts can be prepared and their status monitored. Support requests and actions planned can be tracked to closure.

Product information, telephone scripts and document templates can be stored in Customer Manager so that all staff can access these easily.

Reports analysing action status and achievements can be easily produced.

Customer Manager can be accessed anywhere with an internet link and so is ideal for sales and support staff who are travelling to meet prospects and customers or visiting satellite offices.

Use the browser of your choice

OnSuite People Services supports Microsoft Internet Explorer for Windows, Mozilla Foundation Firefox 1.0.x (on Windows® and Linux®) and Mozilla 1.7.x browser for Linux.

Deploy and manage OnSuite People Services with ease

OnSuite People Services lets you deliver HR and CRM support to your staff with rapid, no-touch deployment. With an intuitive Web-based interface, you can help reduce or avoid training costs typically associated with deploying dedicated client-based solutions.

Reduce overall costs

OnSuite People Services delivers the flexible, function-rich browser-based HR and CRM solution that you need to efficiently manage your business. No-touch deployment with minimal need for training can help you lower your administration costs, while helping your staff to improve productivity and business responsiveness.

Also, as hosted, on demand solutions you have no software to install or manage - we manage the servers, the security, the backups and the upgrades for you. All you need is web access to use the solutions anywhere, anytime - ideal for distributed teams and client offices as well as your main office locations.

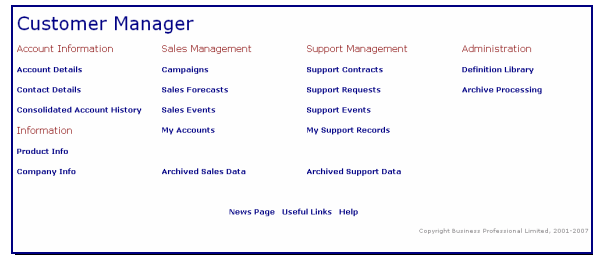
For more information

To learn more about OnSuite People Services

Visit: www.business-prof.com

Call us on +44 1236 449741

Email us at info@business-prof.com



Forecast Date	Quotas by Sales Person	Account Contact	Type	Product	Value	Stage	Expected Revenue	Probability of Winning	Closure Date	Next Step
		Braksham Bakery Ltd	Business		12,000		8,700			
		John Brakshaw	Business		1,000	Initial	300	50	30/06/2003	Average meeting
	- by Contact	John Brakshaw	Business	How	1,000	Qualification	200	30	01/05/2003	Meeting
	- by Sales Cycle Stage	John Brakshaw	Business	How	1,000	Qualification	200	30	01/05/2003	Meeting
	- by Month	John Brakshaw	Business	How	1,000	Qualification	200	30	01/05/2003	Meeting
	- by Product	John Brakshaw	Business	How	1,000	Qualification	200	30	01/05/2003	Meeting
	- by Closure Date	John Brakshaw	Business	How	1,000	Qualification	200	30	01/05/2003	Meeting
	- by Type	John Brakshaw	Business	How	1,000	Qualification	200	30	01/05/2003	Meeting
	- Opportunity Analyses	John Brakshaw	Business	How	1,000	Qualification	200	30	01/05/2003	Meeting

A/C Contact	Recent Type	Reference	Last Revised	Details	Owner	Event Outcome
John Graham	Sales Event	06/12/2004	11/04/2005	Arrange meeting to discuss future requirements (Closed)	John Smith	Meeting arranged for 15/03/05
John Graham	Sales Event	06/12/2004	11/04/2005	Email order (Closed)	George White	
John Graham	Sales Event	07/12/2004	24/05/2006	Sent quotation for upgrade to existing system. (Awaiting Action: Due 14/06/2006)	John Smith	
Geordan Wallace	Support Event	30/04/2003	12/05/2003	Order in unhappy that his meeting with the chairman was cancelled at short notice (Closed)	George White	Order in progress
John Graham	Sales Event	06/12/2004	11/04/2005	Check on order (Closed)	John Smith	
John Graham	Sales Event	06/12/2004	11/04/2005	Email Order (Closed)	George White	
John Graham	Sales Event	06/12/2004	11/04/2005	Phone to check for order (Closed)	John Smith	
John Graham	Support Event	02/07/2003	23/03/2005	Visit to provide training to John on new products (Closed)	John Smith	
John Graham	Sales Event	11/04/2005	30/01/2006		George White	
John Graham	Sales Event	11/04/2005	24/05/2006	Arrange meeting to discuss project progress (In Progress - Due: 20/06/2006)	John Smith	

