

**XPERT**  
TECHNOLOGIES



**METIS** <sup>TM(p)</sup>  
Smart Monitoring



## METIS<sup>TM(p)</sup> Smart Monitoring helps executives make better business decisions and take corrective actions

METIS Smart Monitoring expands the usual sales KPI\* offered by traditional sales management tools with real-time snapshots of quote content. Forecasting becomes more than weighted prospects. What METIS Smart Monitoring offers are effective analyses giving business executives and operation managers the information they need to make better business decisions and take corrective actions whenever the business environment changes.

METIS Smart Monitoring is a solution for building interactive, real-time dashboards and proactive alerts for monitoring business processes and services.

\* Key Performance Indicators



Managing sales professionals by figures and content offers a much broader view and reliable forecasts

Imagine expanding the usual sales KPIs\* offered by traditional sales management tools with real-time snapshots of quote content. Reliable forecasts cannot only rely on weighted prospects, they must also leverage valuable content.

METIS Smart Monitoring supports professionals like product and marketing managers or organizations like sales and finance departments to quickly gather fundamental information such as true views and trends.

How many quotes have been delivered over the last 5 days? What is the current hit rate? What is the average process duration? How many quotes are at risk and what is the business impact? What was pushed over the last 2 weeks? How are partners currently performing?

METIS Smart Monitoring helps companies gain real-time visibility\* into pre-sales processes through push-based dashboards and alerts. This animated visibility is powered by event-driven architecture with updates to KPIs within seconds of data access.

## METIS<sup>TM(p)</sup> Smart Monitoring

METIS Smart Monitoring is a comprehensive business monitoring software program that provides business users and managers with a real-time and end-to-end view of design and quote operations. It is a core part of the METIS foundational offering of the Xpert Technologies METIS Smart Suite.

Companies use METIS Smart Monitoring to capture real-time\*, work-in-progress items and perform corrective actions by reassigning or suspending activities or processes. They can display real-time data from work items produced as the monitored process is running, and can also retrieve and view the historical data of the process.

\* applies only to the online version

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*"It is about how I can take all of the information coming out of my platform and then start improving my process proactively."*

Jörg Bischof

Vice President, Siemens Switzerland

## More than 200 companies worldwide use our products

Your enterprise environment and the surrounding global market is moving faster and faster. You need to be ready and set to go with the flow of your ever-changing business requirements. By managing complexity, protecting expertise and speeding up your sales processes, you'll have the agility to serve up your business content in context daily. In this way, everyone can make better decisions faster—improving customer service, enhancing workforce efficiency and achieving better return on your technological investments. Simplifying things allows you to significantly decrease costs.

For more information

Please contact your Xpert Technologies representative or visit:  
[xpert-technologies.ch/solutions/metis](http://xpert-technologies.ch/solutions/metis)



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