

# Beta Data Services Overview of Hermes



# Hermes Overview

- **Description**

- ❖ A web-based tool that allows a sales team to review sales activity for their accounts on a regular basis

- **Features**

- ❖ Integrated staging process allows SAM, SSAM and Sales Directors to review and sign off on accounts for compensation
- ❖ Documents the sales activity so team can properly receive compensation
- ❖ Reports can be generated on a monthly, quarterly and annual basis



# Hermes Benefits

- **Allows sales team to get properly credited in a timely manner**
- **Provides a paper and electronic documentation so external departments can validate if necessary**
- **Reduces dramatically time spend by Sales Team gathering data so that they can receive their compensation**
- **Generates additional reports for management and sales team use**



# Hermes Extensions

- **Future extensions to Hermes will include**
  - ❖ **Contract expiration notifications**
  - ❖ **Sales prospect data**
  - ❖ **Additional capabilities based on conversations with client**

# Contact Us

**Let us demo Hermes for you!**

**Beta Data Services, Inc.**

**4405 East West Highway**

**Suite 307**

**Bethesda, MD 20814**

**(301) 656-7030**

**ATTN: James Laws or Darcy Prather**

