



# Google Sheets BI

## Business Intelligence for Sugar®

Once your Sugar® implementation is complete and your employees are actively engaging with the software, it's time to step it up a notch. When it comes to managing customers, there are few solutions on the market as powerful as Sugar®.

With Google Sheets Business Intelligence (GSBI) plugin, you can move past slicing and dicing data manually. Instead, focus on crunching the numbers, bettering your long- and short-term business goals.

Take your analyzing capability to the next level with a setup that takes less than **20 minutes**.

Total				Team Breakout					
Metric	Value	% Attained	Goal	East	% Attained	Goal East	West	% Attained	Goal West
Meetings Held	840	84.00%	1000	576	172.80%	333.33	264	60.00%	440
Calls Held	204	85.00%	240	144	120.00%	120	60	60.00%	100
Tasks Completed	444	52.50%	840	264	110.00%	240	180	75.00%	240
Emails Sent	792	66.00%	1200	444	74.00%	600	348	58.00%	600
Total Activities Completed	2268	78.68%	2880	1426	97.81%	1460	842	78.68%	1070
Avg Activities Completed (By Team)	1140	78.68%	1440			486.67			653.33
Avg Activities Completed Per Closed Win	9.5	84.21%	8	11	72.73%	8	8	100.00%	8
Leads Created	2412	60.40%	3990	1606	107.23%	1500	810	67.31%	1200
Leads Assigned	432	72.00%	600	312	104.00%	300	120	100.00%	120
Leads Converted	432	102.86%	420	276	131.43%	210	156	129.00%	120
Avg Initial Lead Response Time (Minutes)	97.50	82.05%	80	112.00	71.43%	80	80	100.00%	80
Avg Lead Aging (Hours)	0.95	84.21%	0.8	0.90	88.89%	0.8	0.90	112.50%	0.8

Learn how Google Sheets Business Intelligence plugin can benefit your company  
[intelestream.net](http://intelestream.net)  
800 391.4055

## Features & Benefits

### Advanced BI Reporting

The GSBI plugin allows you to schedule the automatic exporting of reports from SugarCRM to Google Sheets. By having reports available in Google Sheets, you can make informed decisions with all the critical information that affects your business.

### Capture any KPI

Our GSBI plugin provides you with greater visibility to your KPIs. Present data to your team in a neat and user-friendly manner. Capture any KPI you need by exporting a full range of data directly from the SugarCRM database.

### Summation Reports

GSBI's Summation Reports give you a bird's eye view of your most vital intelligence data. GSBI shows a complete picture of your past, current, and future performance. You have complete control over these report settings, which makes it easy to determine who in your team has access to specific data, reports, and other content

### Google Sheets and Beyond

The GSBI plugin enables you not only to utilize Google Sheets within your software, but connects your SugarCRM reports to a vast range of Google Sheets-compatible resources. Combine your data with Facebook Marketing, Google Analytics, and dozens of other business intelligence tools.