

ΔUTOP

Helping F2F Sales Teams Turn Data into Better Performance.

TRACK WHAT MATTERS.
IMPROVE WHAT COUNTS.



WHAT IS AUTOP?

Before Autop, tracking performance was a guessing game—hours lost to data entry and spreadsheets. Our mission is to give you **instant access to all your data in just a few clicks**. Everything in one place, so you can spend **less time on tracking and more time improving, selling, and growing**.

HOW AUTOP HELPS YOU SUCCEED

- ✓ **Track Performance & KPIs in One Place** → See your sales, field interactions, and daily wrap-ups all in one app. No need to track manually.
- ✓ **Get Trainer Support** → Your team leaders can see your data in real-time, helping them guide you to improve faster.
- ✓ **Identify What's Holding You Back** → Autop helps you pinpoint the limiting factors in your performance, so you can fix them.
- ✓ **Compete & Improve** → See how you rank with leaderboards for individual reps and teams.
- ✓ **A Roadmap for Success** → Success isn't random. *Autop helps you build a scalable, repeatable process to improve and eventually train others.*

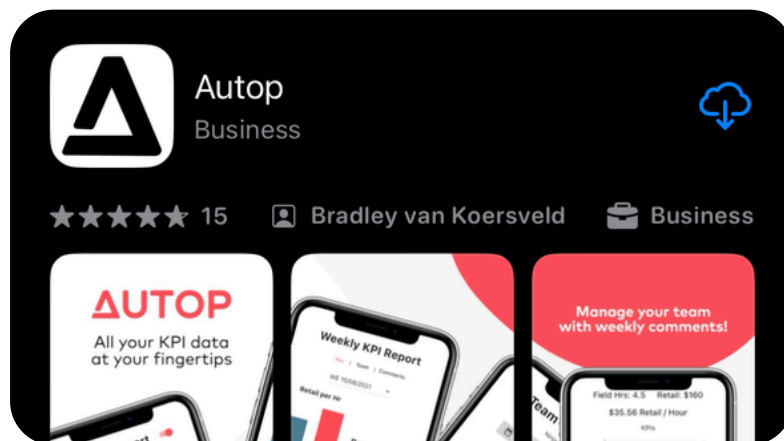


GETTING STARTED

To start tracking your performance, you'll need to download the Autop app.

How to Download:

1. Search "Autop" on the **App Store (iOS)** or **Google Play Store (Android)**.
2. Tap "**Download**" or "**Install**."
3. **Log in** using your company-provided credentials.

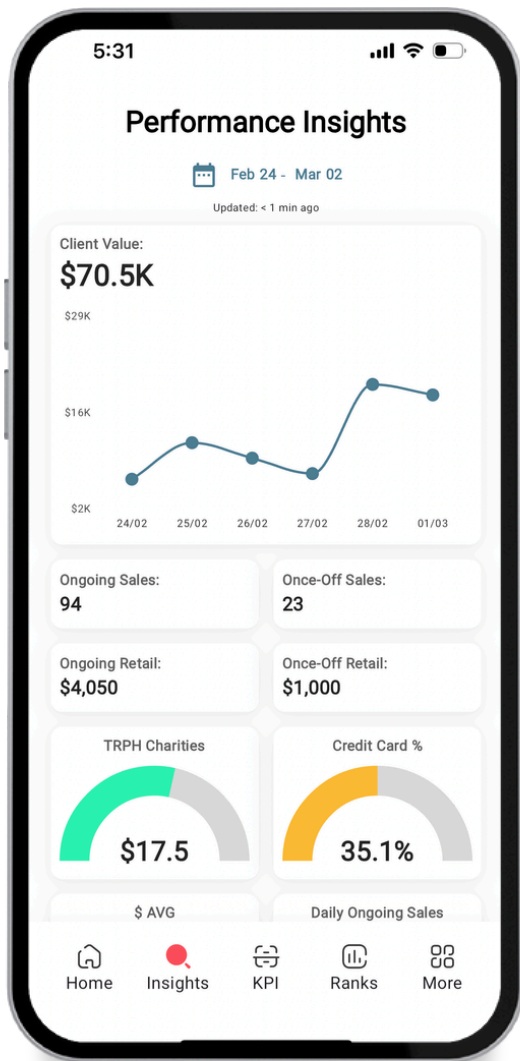


Apple Store (iOS)



Play Store (Android)





PERFORMANCE INSIGHTS

Track sales performance, KPIs, field interactions, and daily recaps—all in one place. The Performance Insights screen is the heart of Autop, giving you clear, easily digestible insights to help you understand your data at a glance.

Instead of sifting through spreadsheets or guessing what's working, you get real-time visibility into your progress. Identify trends, spot areas for improvement, and make informed decisions to optimise your performance every day."

Click on the Performance Insights date range to open Insights Query.

Autop Insights Query

1. Select Data Range

Today Yesterday
This Week Last Week
This Month Last Month
Custom Range Rolling Count

2. Select Employee Group

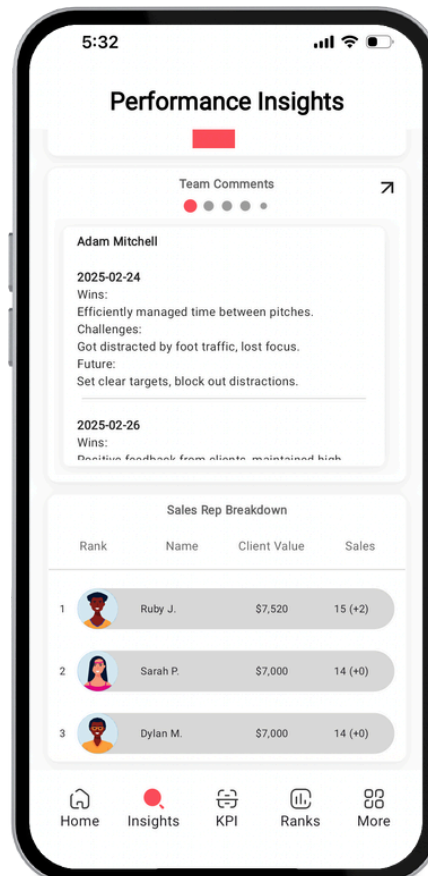
My Data My Team Custom Team Member

3. Select Campaign

Select Campaign ▾

Search

Filter Performance by Day, Week, Month or Custom Ranges - For Reps, Teams & Campaigns.



Insights & Recaps – Bringing the Whole Picture into Focus.

LEADERBOARDS

Autop Ranks is a great way to stay engaged and track your progress over time. With real-time rankings across daily, weekly, and monthly periods—both for individuals and teams—you'll always have a clear picture of where you stand. But it's not just about competition; it's about learning from top performers, identifying areas to improve, and celebrating progress. Whether you're focused on personal growth or contributing to your team's success, the leaderboard keeps you on track and motivated to keep improving.

**Earn Your Spot in the Ranks.
Compete on Sales Volume &
Quality with Other Sales
Reps...**

**..And Rise to the Top with
Your Sales Team!**



SUBMITTING KPIS

Submitting your KPIs at the end of every shift is one of the most important steps in tracking your progress. Accurate data allows you to see what's working, measure improvement, and ensure your trainers can provide the right support. Without it, you're missing key insights that help you grow. By taking a minute to submit your numbers each day, you'll get a clear picture of your performance and the areas that need attention.

How to Submit Your KPIs:

- 1** Select the KPI button on the navigation bar. This will take you to a screen showing all the campaigns your company is working on. Select the campaign you worked on for the day.
- 2** Fill out the fields. When entering your hours, ensure they match your timesheets to keep everything accurate.
- 3** Submit your KPIs. Once submitted, your results will update, allowing you to reflect on your performance and giving your trainers the insights they need to help you improve.

