

## Online Mapping Tools Designed as Crucial Part of Sales Process

*To achieve success in sales process, Topo.ly online mapping tools should be used. They are designed to help sales force get fast results from data analysis as users create a map from Excel data with address locations.*

Naperville, IL ([prHWY.com](http://prHWY.com)) September 3, 2013 - In the sales process, different tools are used to help entrepreneurs win opportunities. A crucial tool that thousands of businesses use to help them succeed is Topo.ly online mapping. Designed to create clear visuals from Excel data, it is packed with features and tools that are able to help many businesses collect important information from multiple address locations data for business analysis. As entrepreneurs learn to [create a map](#), they also learn how to assist customers, prospects, and clients in understanding the financial impact that the business provides. They are also able to drive sales opportunities while positioning the business ahead of the competition.

Denyce Kehoe from Salesforce.com has been on top of her competitors for many years now, thanks to her regular use of Topo.ly online mapping. It helps her to create a map to get the best data visualization of her [address locations](#) data. When asked how Topo.ly helped her, she simply replied, *"I've spent over 20 years in sales for visionary companies such as Forbes Magazine, Fortune Magazine and Salesforce.com and Topo.ly has quickly become one of my top applications that helps me drive sales."*

### Online Mapping Application to Help Drive Sales

Unlike other online mapping tools available in the market today, Topo.ly allows its users to customize their maps to meet their needs. This function enables them to custom their decisions step-by-step as they climb higher to the sales process. All tools can be utilized for each stage of sales process. Below are some of the features that can best help in data analysis for sales processes.

#### Adding Multiple Address Locations Data Layers

The feature to add unlimited data sets containing multiple address locations helps the users to segment, categorize, and organize their data. To help them even further, Topo.ly enables its Plus Members to assign each data set its own distinct color icon. This adds to more brilliant data visualization so the users are able to see where their top performing customers are located relative to others. By utilizing this feature, Topo.ly users can achieve the following:

*Identify growth strategies*  
*Build marketing plans*  
*Optimize costs*

#### Adding Territory Layers

Maps containing territory layers with random colors offer clear data visualization on separate areas where the map points are. This representation is an easier way of data analysis. Utilizing this tool helps to identify important things that matter most to the business. Topo.ly has a long list of territory sets to be used by its Plus members from local state boundaries and zip codes to international territories.

### Heatmap Customers' Data

Topo.ly brings more sense to data visualization through [heatmapping](#). This tool helps to identify locations with the denser data compared to locations with the least data. Businesses that use heatmap by percentile are able to choose what data to view to achieve data analysis in half the time.

Topo.ly's online mapping tools help businesses to stay ahead of the competition and provide a financial analysis based from Excel data of multiple address locations. As users learn to create a map, they can fully see and understand their data that brings information needed to succeed.

###

---

**Web Site:** <http://topo.ly>

**Contact Information:**

contact@topo.ly