InterAction® Opportunities™ enables professional services firms to enhance their Relationship Intelligence by connecting opportunities, people and companies in one central repository.

Today, most firms use disparate, low-end or ad hoc methods to manage opportunities, or they don’t track them at all. With the ability to collect, expose and identify important details about an opportunity, and connect it with important contact and relationship information in InterAction, firms have a comprehensive perspective on potential engagement and deal revenues which helps management to make appropriate and timely business decisions.

Consolidating and Centralizing Valuable Client Information

InterAction Opportunities tracks and manages referrals, investment analysts, acquisition candidates and competition, enabling firms to focus efforts on important relationships that can impact the firm. By combining intelligence on opportunities, with other InterAction information on people, companies and relationships, this module not only provides management with a comprehensive perspective on potential revenues, it also gives them the ability to determine the people and companies who are playing a key role in the firm’s profitability, and those that are not contributing to the bottom line. Capturing all the contacts associated with an opportunity and their respective roles in that potential business provides professionals with a clear view of the firm’s collection of Relationship Intelligence.

Capturing and Exposing Relationships for a Competitive Edge

InterAction Opportunities provides firms with the ability to forecast revenues or deal potential, monitor the opportunity pipeline and produce meaningful management reports so that management has constant intelligence on
prospective business. Professionals also have the ability to export and analyze data associated with wins and losses in order to make important decisions relating to the firm’s new business development efforts.

**Easily Manage and Maintain Communications Lists**

InterAction Opportunities supports distribution list management and maintenance, providing firms with the ability to streamline day-to-day communications regarding prospective business. Communications to all professionals involved in an opportunity or deal can be done quickly and easily, ensuring that all involved are informed of the status of a deal.

**Leverage Your Firm’s Relationship Intelligence**

With InterAction Opportunities, management and professionals have a single place to go for up-to-date, relevant and valuable information about the firm’s prospective business and can easily leverage the collective experience, expertise and Relationship Intelligence of the firm for enhanced client service and improved business operations.

*Call us today at 630.572.1400, or visit our Web site at www.interaction.com for more information.*