



Territory Mapper is the easiest to use territory design and management tool ever created. It is the preferred choice of businesses that need to create and realign their territories. The features listed below highlight some of the capabilities of Territory Mapper. If you have additional questions, please contact TTG at 781-272-8900 or sales@territorymapper.com.

Territory Mapper™ Feature List
General Features
<ul style="list-style-type: none"> • Supports up to 75,000 territories, districts, regions, franchise areas or any customized group of geographic map units. • Load and plot data locations (customers, prospects, facilities, sales reps, etc.) using the Account feature. • Map and realign individual locations as well as geographic units (ZIP Codes, Counties, States, etc.). • Link your data using either latitude/longitude or have Territory Mapper geocode it to the ZIP Code (or any other map unit) center. • Set Account display rules to control what is displayed (or aligned) on your map. • Use Account display rules to set account symbol shape, color and size on map display. • Links directly to your data via “live” links. No need to import data. Always has the most current information. • Link to any ODBC compliant data source including Access, Excel, dBase, MapInfo, CSV, TXT and more. • Easy-to-use Wizards help you get started quickly. • Includes fully detailed online Help system and a set of Tutorials along with sample data to help you get started. • SmartZIP feature automatically updates old, discontinued ZIP Code information. • Puerto Rico Map Set included. • Alaska and Hawaii appear in correct location and scale. • Integrated Browser gives you instant access to your linked data. • Familiar folder interface in Hierarchy tab allows user to easily turn territories on and off. • Pan and zoom quickly and easily from the Hierarchy tab or the Browser using the Quick Zoom feature. • Find tab allows fast location of any map object and Quick Zoom to it. • Turn on numeric or alpha labels for map layers. • New Quick Labels feature allows you to set up custom pop-up labels for any linked data source. Select any data element (numeric or text) from your linked data and have it pop up instantly when you hover over a point. • Turn map layers on and off with a single click in the Layers tab. • View map legends with a single click. • Add Push Pins and label them for ad hoc mapping of facilities or locations. • SmartZIP feature automatically re-maps data for old, discontinued ZIP Codes. • New Smart Label placement algorithm optimizes label position and placement. • New Excentric Labeling feature for viewing labels and aligning in congested areas with large concentrations of accounts. • Pack 'N Go feature for easy transport and sharing of documents and related data. • Advanced Database Maintenance utility. • Add custom text, symbols or paste graphics onto your maps for a customized look. • Create new documents that link to 10 different data sources at one time. • Quick Labels feature allows user to display up to 4 linked data values, names, codes or other information as a popup when hovering over any account.

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- Map unit level geocoding allows you to **geocode** account records to a ZIP Code centroid
- **Move and reposition** any map layer label.
- Professionally designed **color palettes**.
- **Data Browser** allows user to browse and view loaded data sets.
- **Basic map layers** included:
 - US States (including Puerto Rico)
 - US Counties
 - US 3-Digit ZIP Codes
 - US Roads (Over 400,000 of highways and roads)
 - US City Points (Approximately 20,000 town and city point locations)
 - US Waterways (Lakes, Rivers and other hydrologic features)
 - US Urbanized areas
 - US National Parks
- Additional map layers included in **Premium Bundle**:
 - US 5-Digit ZIP Codes (updated quarterly*)
 - US Town and City boundaries
 - Hi-Definition (HD) Cities (point locations for over 121,000 cities, towns and places).
 - Major Economic Areas (MEAs)
 - Metropolitan Areas (MAs)
 - Consolidated Statistical Areas (CSAs)
 - Core Based Statistical Areas (CBSAs)
 - US Congressional Districts (110th)
 - US Time Zones
 - US Telephone Area Codes
 - US Airport locations
 - US Railroad station locations
 - US Railroads
- **Canada & Mexico** Add-on* including:
 - Canadian Provinces
 - Canadian Cities
 - Canadian Highways
 - Canadian Post Code boundaries (FSAs or Forward Sortation Areas)
 - Mexican Estados (States)
 - Mexican Municipios (Municipalities)
 - Mexican Cities
 - Mexican Highways

Alignment

- Supports **account based and geographic alignments**.
- **Change your alignment layer on the fly**. Start by aligning entire States to territories then switch to Counties, then change to ZIP Codes.
- **Convert alignments** from one level to another (e.g. County to ZIP Code) with a single click.
- Interactively change definitions of territories using the map as your interface.
- Use 4 alignment techniques for easy editing of your territories - Lasso, Drag & Drop, Point & Click and Radial.
- Make geographic changes in assignments individually on maps or lasso areas by drawing circles or shapes.
- Merge territories together or split them apart.
- Supports up to **four levels of sales hierarchy** (territory, district, region and area).
- **View data totals** in a selected area before making an alignment change.

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- **Rename** hierarchy items on the fly.
- **Query** map units for information and data values and review results instantly.
- All alignment changes are stored with date stamp. Set alignment date forward or back to any point in time to review alignment on a specific date.
- New **GeoBuild** feature creates custom map layers from your sales hierarchy. Create custom map layers of your territories, districts, regions, areas or any other grouping that you want.

Map Production

- **Print** individual maps for each territory, district or region or area.
- **BatchMap** allows automated printing of a series of maps for all items in your sales hierarchy (territory, district, region or area).
- **Templates** for automatic creation of map titles, colors, and styles using substitution strings.
- Print individual maps to **PDF**.
- Send individual territory maps directly to a **PowerPoint** presentation.
- Generate graphic files for each territory or any portion of the country in **GIF, JPG, TIF, BMP** and other graphic formats.
- **Customize colors** for map series for a consistent look and feel.

Reporting and Data Export

- **Export** data from any linked data source into a single file.
- Automatically matches and merges data from up to **10 different data sources**.
- **Export data** at any geographic summary level regardless of data load level.
- **Append sales territory information (sales hierarchy) to your data file.**
- **Append corrected ZIP Code** information to records with discontinued ZIP Codes using **SmartZIP** feature.
- Includes over one dozen **standard report** templates with territory, district, region and area level summary information and your choice of linked data variables for use in determining how balanced your territories are.
- Edit standard report templates or create your own using **Crystal Reports™** from **Business Objects**.
- Export detailed or summary **report data** to **PDF, Excel, Word, RTF, TAB, TXT or XML**.

Customer Care (maintenance and support)

- **Free technical support** M/F 9AM to 5:30 PM EST.
- **Knowledgebase** access.
- **Territory Mapper Forum** access for learning and sharing ideas.
- Optional **US 5-Digit ZIP Code** map layer updated every 3 months*.
- Comprehensive **on-line Help** system and tutorials including sample data.
- Extensive on-line documentation including **video instruction** for key features.

**Optional components are available for an additional charge.*