**APPLICATION PROGRAMS &**

**AUTHORIZATION FOR LICENSEE TO PROVIDE PROGRAMS**

**Adventace SMS (Sales Management System)**

**Description**

An application that provides the following functions:

* Opportunity Management
* Pipeline Management and Forecasting
* People Development
* Dashboard metrics **Prerequisites to Authorization**

None.

**Authorization**

Use the application for Licensee’s personal sales, attend webinar reviews, and pass authorization test.

**Adventace AMP (Account Management & Planning)**

**Description**

An application that supports major account planning, opportunity identification, and account management.

**Prerequisites to Authorization**

None.

**Authorization**

Use the application for Licensee’s personal sales, attend webinar reviews, and pass