

## 1 OnStrategy Web App

**A** If you have items that need a results update, the **Check-in** icon will appear in the top right-hand corner. To update your items, click the **Check-in** icon.



**B** In the **Check-in** modal, complete the following:

1. **If auto-status is off, select a status.** You may also turn auto-status on or off.
2. **Update** your actual.
3. **Add a comment** in the comment box.
3. **Save your update** and move on to the next item.

2.1

SQL Goal: Hold >40 SQL calls w/net new leads per week (Q1 Target is 25; Q2 35, Q3 40, Q4 45). #MetricMonday

Aligned to: ACQUISITION/CONVERSION

1 **On Target** **Auto Status** Yes **Days Remaining 128**

	Actual	Target
11/14	41	41.62
11/21	42	42.20
11/28	40	42.77
12/05	45	43.35
12/12	21.3	43.93
Current	21.3	29.50

Measure: # Average Sqls Calls Held with Net New Leads during Previous Week

3 **Comments**

Add a comment...

Bob Smith 11/16/22  
We're on track to reach our goal for 2022!  
Edit • Delete

4 **Save**

## 2 OnStrategy for Teams

A) [Follow the instructions here](#) to add **OnStrategy for Teams** into your daily working environment.

B) **Login** to the application using your OnStrategy account information.

**C** Once logged in, navigate to the **My Items** tab to see all goals you own.

1. Goals that don't need an update will say **Up To Date**.
2. Any goal that needs an update will say **Check-in**.
3. Any goal that is using **Auto Roll Up** will not appear as needing a check-in, although you may want to leave a comment. To do so, click on **Up to Date** in your goals list to leave a comment.
4. Clicking on **Check-in** will launch the check-in modal where you can enter updates for the current and previous time periods, the status and leave a comment. Make sure to click on **Save** when you are done.

OnStrategy My Items Contributing Activity About

2.2.2.1 **Build Mid-IQL: Maintain an average of XX IQLs in mid-funnel nurture campaigns. #TS-Wk #foundryideas** 800 Enrolled Leads Mid-IQL 540 **Off Target** 12/12/22 **1** Up to Date

2.2.2.2 **Execute Mid-IQL: Maintain an average of XX IQLs in mid-funnel nurture campaigns. #TS-Wk #foundryideas** Enrolled Leads Mid-IQL 180 **Off Target** 12/05/22 **2** Check-in

2.2.2.3 **OKR Build Mid-IQL: Maintain an average of XX IQLs in mid-funnel nurture campaigns. #TS-Wk #foundryideas** Leads Enrolled OKR Mid Nurture 97 **On Target** 12/12/22 **3** Up to Date

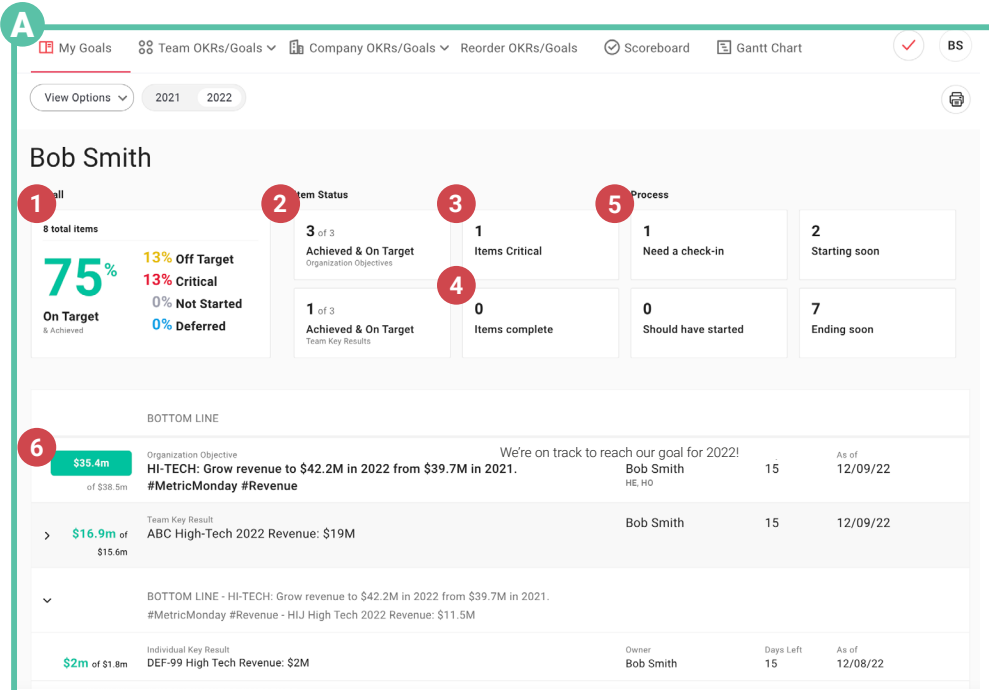
2.2.3 **Low-IQL: Maintain an average of XX IQLs in low-funnel nurture campaigns. #TS-Wk #foundryideas** 400 Enrolled Leads Low-IQL 335 **On Target** 12/12/22 **3** Auto calculated

2.2.3.1 **BUILD FUNNEL: Maintain an average of XX IQLs in low-funnel nurture campaigns. #TS-Wk #foundryideas** Enrolled Leads Low-IQL 110 **Critical** 12/12/22 **4** Check-in

## 3 Connect to Your Progress

**A** Navigate to the **My Goals** page in the goals section. This is your home-base when you login to OnStrategy. At the top of the **My Goals** page, connect to the performance of your goals and actions. This includes:

1. An **Overview** of your performance.
2. How many of your items are **Achieved & On Target**.
3. How many of your items are **Critical**.
4. How many of your items are **Complete**.
5. Which items are due for a **Check-in, Starting soon, Should have started, and are Ending soon**.
6. Dig into all of your **Goals**, their performance, and how they support your organization's direction.



## 4 Prepare for a Monthly/Quarterly Review

**A)** Navigate to the **Reports** tab in the left-hand navigation.

**B)** Click on the report title to show the **Download** modal. You can download reports as a PDF, Word Document, or HTML. You can also select if you'd like to include comments.

**C)** Click on the **Reviews** tab in the left-hand navigation to open the **Dashboard**.

**D)** Click on a **Chip** to expand its view. In the expanded view, you can see:

1. **Description and Label.**
2. **Actual performance.**
3. **Comments.** Hovering on the Comment bubble will show recent comments.
4. **Goal details.** This includes the target, calculation, owner, status, and start- and end-dates.
5. **Performance graph.** You can toggle to show quarterly, monthly, annual, or YTD views.
6. **Status of supporting goals.** See the status and performance of the supporting items.

