

# ALTIFY OPPORTUNITY MANAGER

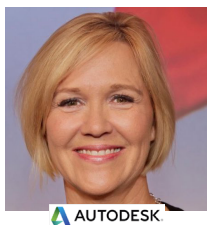
## Win the Opportunities that Matter

ALTIFY OPPORTUNITY MANAGER coaches sellers in real-time to qualify effectively, research the relationship landscape, collaborate with customers to develop solutions that address business challenges and develop a competitive approach that delivers a win-win outcome.

Opportunity Manager guides sellers to assess deals in context, uncovering risks and proactively recommending actions based on proven methodology and insights, so sellers always know what to do, when it matters most.



Identify the right deals, align with customers, and win more opportunities



“Following the roll out of Altify, Autodesk achieved an increase of **144% in average deal size** and a **21% increase in win rate**”

JULIE SOKLEY, VP Global Sales Operations, Autodesk

### Successful Opportunity Management helps you...

- Uncover business problems
- Find or develop a compelling event
- Map the relationship or political landscape
- Find unique business value and solution fit
- Gain executive credibility and inside support
- Develop a competitive strategy to win

