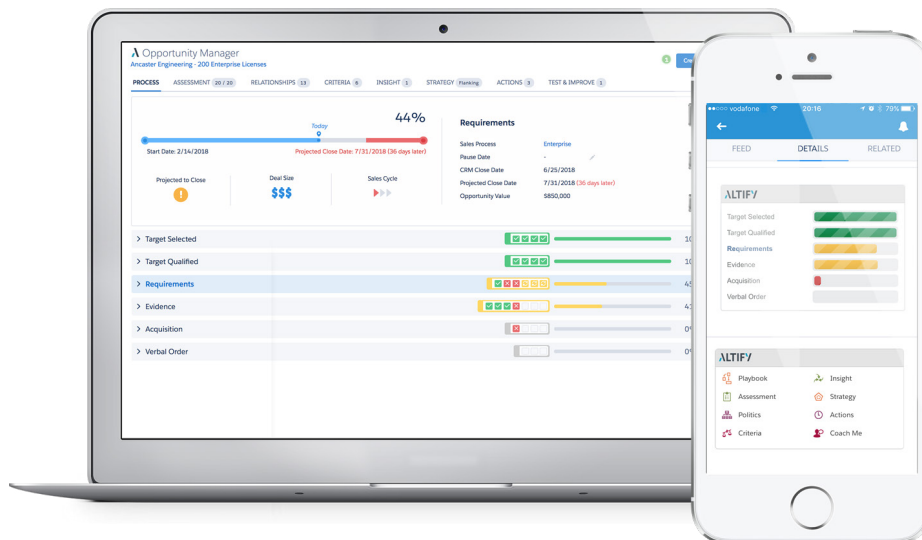


## ALTIFY SALES PROCESS MANAGER

# Build Repeatable Winning Sales Processes

ALTIFY SALES PROCESS MANAGER guides sellers to follow a structured, proven sales process that improves their ability to deliver a winning outcome for both the seller and the customer. Based on proven industry templates and configured to your business, Sales Process Manager is a visual representation of your sales process, with links to the right content and tools

your sales people need to move opportunities through the sales funnel. Using a sales process helps you get a grip on where you are in the sales cycle and what steps should happen to progress the deal through the funnel. Following a structured process has a dramatic impact on the accuracy of your sales forecast.



## Accelerate Your Sales Velocity with a More Predictable, Scalable Sales Organization



vocera

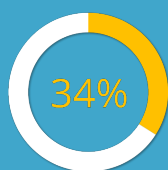
“ The 5th largest deal in company history closed exactly on the day it was predicted eight months earlier. Sales Process Manager helped us see first-hand the accuracy of calculated close dates and value of having the knowledge built in to our sales process.

JP KNAPP, Country Manager UK, Vocera Communications

### You know your Sales Process works when...

- Your selling is mapped to your customer's buying process
- You understand your customer's business
- High % of your sales reps achieve quota
- You have short ramp-up for new hires
- Your resources are applied to the right deals
- You have a common sales language
- Your Sales Process is integrated with Salesforce

Implementing a structured and proven Sales Process increases quota attainment by 34%



Sellers with a sales process in place have on avg. 75% forecast accuracy vs. only 37% accuracy with no sales process

