

Visual Power

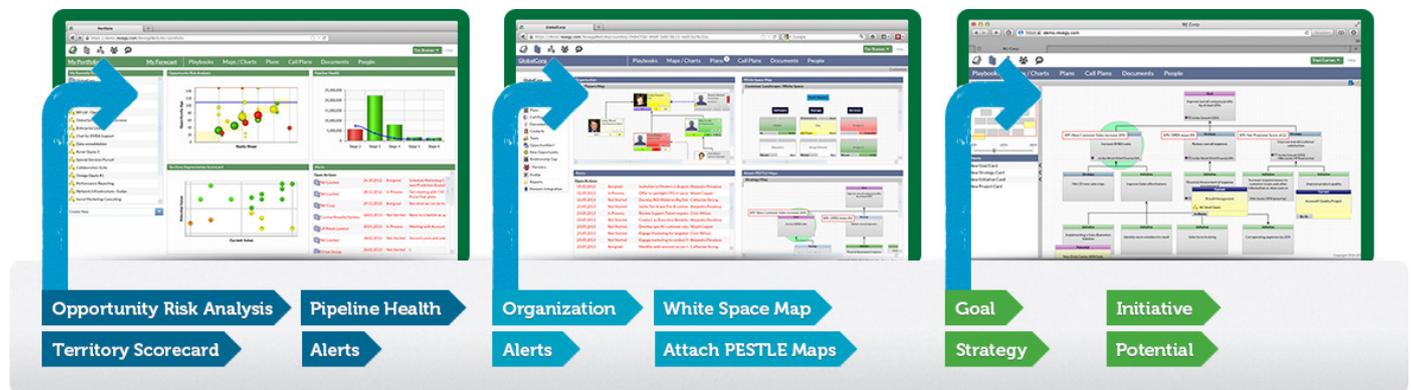
Sales intelligence with colour-coded visual sales effectiveness tools

Revegy is a robust tool, but we've found a way to simplify the user experience.

Salespeople and account managers quickly adopt our software because Revegy is visually oriented. It is easy to learn, easy to use, and easy to get results.

Save time

Everyone saves time keeping information up to date, collaborating with the team and communicating with everyone involved.

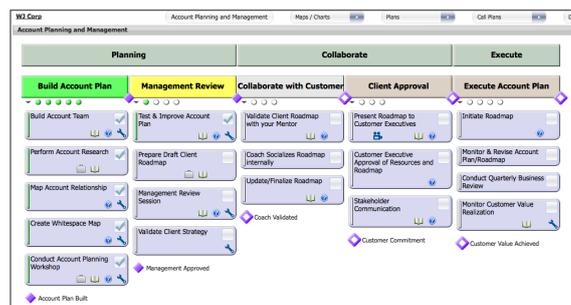


Helping the whole team do what's needed to win

Revegy is great at getting everybody working together and focused on the best ways to close more sales and expand relationships.

The software drives successful collaboration. It helps make team meetings more productive, and customer communications more fruitful.

And the information you need to manage accounts and win deals is automatically collected and readily accessible. Your team will have one place to tap into market intelligence, customer information, and data integrated from CRM and social media tools. It's all compiled and ready to use!



Consistent Account Planning processes with Revegy Playbooks helps expand revenue from existing relationships – ensuring consistent execution

“45% of companies indicate their ability to qualify opportunities needs improvement.”

Source: CSO Insights 2012 Sales Performance Optimization study

Get more done in less time with visual sales effectiveness tools

- **Sales teams are covered up in tools.** From CRM systems to PowerPoint. But are these solutions making your people more efficient? Reveyg simplifies things so Sales can get on with selling.
- **Colour graphics help salespeople and account managers quickly grasp complex situations.** Strong visuals make it easy to see where all the opportunities are, in existing accounts as well as potential ones.
- **Our solution clearly prioritises the steps teams should take** ... the steps necessary to move their deals and accounts forward, while identifying where deals and relationships may be in jeopardy.
- **Ease of use.** Reveyg's ease of use increases adoption across the organization. Training is fast. Most people are coached and ready to run with Reveyg in just a few hours.

Give your salespeople and account managers a competitive edge

Reveyg does much more than automate the process. Our sales effectiveness tools identify what your team should do next, making even the most complex sales situations simpler. The result? Your teams have a true picture of everything they need to know. Without redundant data entry or endless research.

We help your teams know where to focus their time to generate more revenue. Keep everyone collaborating and working toward the right goals with these intelligent, configurable sales effectiveness tools.

Get more done in less time with visual sales effectiveness tools

- **Maps.** Easily visualize the fastest path to influencers, how your solutions match your customers' business needs, where new cross-sell opportunities exist and much more.
- **Plans.** Quickly create account, opportunity, partner and other call or coaching plans to support your process, track milestones and deliverables, and drive consistent execution of your strategies.
- **Scorecards.** Score accounts and opportunities based on user-defined attributes to determine qualification, pipeline status, renewal risk, account profitability, channel priorities, etc.
- **Playbooks.** Outline and visually guide your teams through consistent sales and account management processes – enjoying the flexibility to configure to specific solutions, industries or the roles/titles you sell to.
- **Account prioritisation grids.** Drive pivotal actions and critical decisions by displaying account and opportunity scorecards in a quadrant analysis format – so salespeople can quickly visualize where to focus time and effort.



Account Prioritisation Grids identify accounts with the greatest revenue potential so you'll know where to focus time and effort

“Rarely in my 20 years in sales have I seen something so powerful that can help impact a deal.”

- Sales VP, Software Company

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