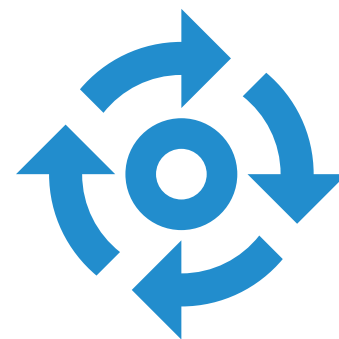


OVERVIEW

We recognize that no two organizations are exactly alike. With that in mind, we developed a line of advisory services to complement and augment our standard Playbooks implementation services. This approach not only ensures that your sales execution initiatives are successful, but also allows you to take them to the next level.



OUR ADVISORY APPROACH

Assessment

- Analytics Review and Assessment
- Sales Process Review and Assessment
- Sales Process Mapping Services

Enablement

- KPI-based Reports and Dashboards
- Generic Sales Playbook Templates
- Custom Training and Launch Materials

Adoption

- Health Check Review and Designated Expert Advisor
- User Adoption Program
- Analytics Optimization and Tuning
- Sales Playbooks Optimization and Tuning

Things to Know about Advisory Services

Advisory Services builds on and complements the foundational principles learned during your standard Playbooks implementation. Like building with Legos®, you can design a custom blend of services.



- **Strategic and goal oriented:** Advisory Services works with all stakeholders in your organization to identify top-level business goals and determine how to best leverage technology and process improvements to provide optimum results.
- **Experienced:** Today's buying process has become increasingly complex, and executing corporate strategy successfully has become more difficult. Our team has the experience to help you navigate through the complexity.
- **End-to-end commitment:** We're with you every step of the way, from assessment through adoption. Our full-year health check reviews, and regular-scheduled meetings with a designated expert advisor, are examples of our vested interest in your ongoing success. We help you improve performance, sustain the results and anticipate how to align your team with the next set of changes on the horizon.