



The primary business challenge associated with account and opportunity management, is enabling and driving adoption of a consistent, effective process allowing for greater revenue performance.

Current systems have proven to be ineffective as they are not easily configured to automation your sales tools (such as CRM), not integrated (such as sales training templates), or do not provide for team collaboration. The result is low adoption of the tools and process which reduces the effectiveness of individuals or teams and the confidence and reliability of the forecast.

REVEGY CLIENT MANAGEMENT

Revegy was purpose built to help you be more effective, efficient, and to exceed their revenue targets. Revegy does this by providing you with a set of highly configurable, graphical tools built to address your specific needs.

Revegy focuses on the key areas that have proven to consistently increase revenue performance:

Sales Enablement	Intelligent, integrated tools that improve effectiveness while enabling efficiency and driving adoption. All tools within Revegy are configurable so that they meet your specific needs and ensure optimal use.
Integration	Turning account documents into intelligent productivity tools by making them data aggregation repositories versus forms that must be manually entered and are not integrated.
Collaboration	Effortless information sharing internally with your team or externally with a client. Revegy allows you to create virtual account rooms where all related information can be shared across multiple groups or lines of business.

WHAT REVEGY CAN DO FOR YOU

The following are some of the benefits received when using Revegy Enterprise:

- Provide a consistent, highly adopted, and more effective account and opportunity management process
- Transition account/opportunity plans from static forms to productivity tools
- Expand key customer relationships through relationship assessment tools and automated coaching
- Improve collaboration internally across the entire organization and externally with clients
- More quickly understand the true health of any account/client relationship or assess the quality of any opportunity
- Improve coaching effectiveness
- Increase adoption of your process and provide a platform for consistency throughout the organization
- Improve your win rate, reduce cycle time, and reduce deal slippage
- Improve forecast confidence and revenue predictability
- Grow revenue.

HOW REVEGY DELIVERS VALUE

- Mapping the key information about your client to better identify opportunities:

Whether you are selling products, selling services, or managing clients the key to your success is how well you understand your clients business. At the heart of the Revegy solution is a unique graphical interface that helps you better understand your clients by mapping the key contacts within their organization, their business goals and objectives, and where product or service opportunities exist for you.

- Assessing the quality of your client relationships:

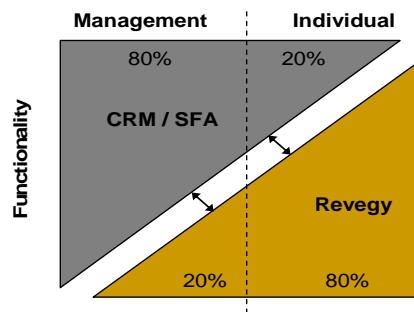
Within your account planning tools Revegy allows you to configure an easy to use graphical method for assessing the quality of your relationship and doing peer-to-peer comparisons to determine where you highest quality relationships align with your highest potential for revenue.

- Enabling internal and external collaboration:

Revegy can provide internal and external views of maps and plan templates. Use internal templates when you are meeting to discuss account strategy and planning. Use external views where Revegy has removed all sensitive information when meeting with clients.



REVEGY AND CRM



Historically CRM has not been an effective method for sales enablement and driving sales process adoption. As a result individuals update CRM only to provide management with the information needed for forecasting.

Revegy is a powerful stand-alone application or the perfect companion product to a CRM/SFA solution. Revegy integrates with your CRM solution to ensure no duplicate data entry is required and that accurate information is contained within CRM ensuring forecast confidence.

ABOUT REVEGY, INC.

Revegy is a technology company focused on providing innovative solutions that address the day-to-day execution needs of individuals and teams responsible for revenue generation through direct sales, channel sales, client management and maintenance retention processes. Revegy helps its clients “operationalize” these processes by providing intelligent, integrated tools that enable and drive process adoption, provide internal and external collaboration, and that help individuals and team be more effective and efficient.

Revegy licenses have been purchased by individuals in companies such as Oracle, QAD, Network Appliance, GXS, and Fiserv. These individuals use Revegy both standalone and in conjunction with their CRM solutions to help improve their win rates and provide their company with revenue predictability and forecast confidence.

For more information please go to www.revegy.com or contact us at sales@revegy.com.