



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 RENEWAL RISK ASSESSMENT

Revegy was purpose built to help your sales team be more effective, efficient, and to exceed their revenue targets. Revegy focuses on the key areas that have proven to consistently increase revenue performance:

Sales Execution	Create intelligent, integrated tools that improve effectiveness while enabling efficiency and driving adoption. All tools within Revegy (maps/charts, plan, analysis scorecards/grids are highly configurable so that they meet your specific needs and ensure optimal use.
Integration	Turn account and opportunity documents that are intelligent sales tools by auto-populating them with market intelligence, customer status, and customer relationship information. Integrate with other solutions (CRM, Financials), online content sites, social networking sites, and office products.
Collaboration	Provide effortless information sharing internally with your team or externally with a client/partner. Create virtual rooms where all related information can be shared across multiple groups or lines of business.

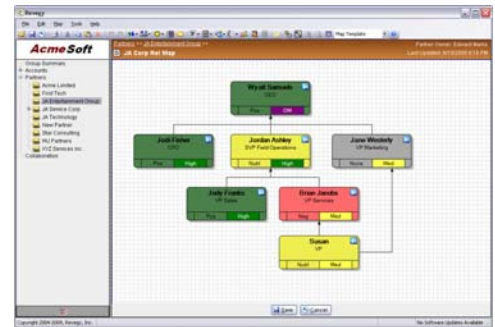
WHAT REVEGY CAN DO FOR YOU

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

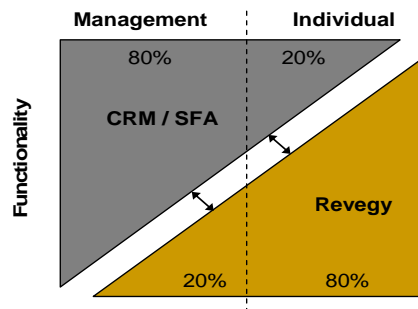
- Provide a consistent, highly adopted, and more effective process for renewal optimization
- Enable a consistent approach to managing at risk high revenue renewals
- Expand key customer relationships through relationship assessment tools and automated coaching
- Improve collaboration internally across the entire organization and externally with clients
- More quickly understand the true health of any account/client relationship Improve coaching effectiveness
- Increase adoption of your process and provide a platform for consistency throughout the organization
- Improve your ability to reduce the number of at risk renewals
- Improve renewal forecast confidence and revenue predictability
- Grow revenue.

HOW REVEGY DELIVERS VALUE

- Reviewing renewal risk across a portfolio of accounts:
 Revegy allows you to configure an easy to use graphical method for assessing the renewal risk for your top producing accounts and the revenue impact each has on your annual revenue goals.
- Providing renewal strategy and execution documents:
 Revegy provides a platform for configuring renewal plan documents that help individuals develop a strategy and action plan for all high risk – high revenue accounts. Also providing methods for mapping out key relationships needed to ensure renewals.
- Enabling internal and external collaboration:
 Revegy provides a platform for managing and sharing information both internally with your team and managers. Also externally with your clients. In addition Revegy manages all renewal information and ensures everyone has the right level of access with no conflicts or duplication of efforts.



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.