



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 SALES EXECUTION

Revegy was purpose built to help your sales team be more effective, efficient, and to exceed their revenue targets. Revegy does this by providing your sales teams 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:

<b>Sales Enablement</b>	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.
<b>Integration</b>	Turning account and opportunity documents into intelligent productivity tools by making them data aggregation repositories versus forms that must be manually entered and are not integrated.
<b>Collaboration</b>	Effortless information sharing internally with your team or externally with a client. Revegy allows you to create virtual account/opportunity rooms where all related information can be shared across multiple groups or lines of business.

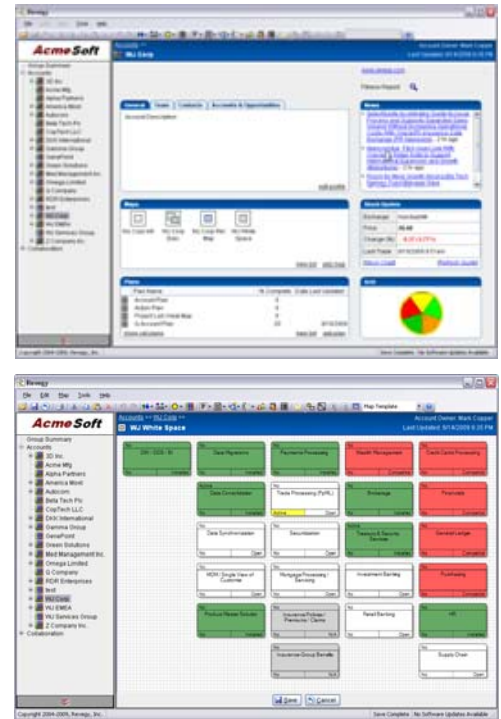
## WHAT REVEGY CAN DO FOR YOU

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

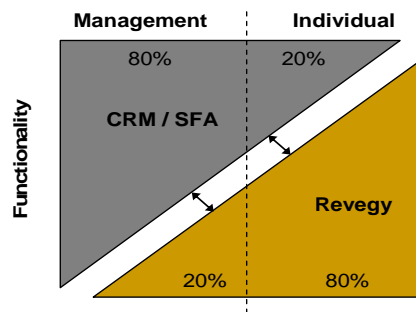
- Provide a consistent, highly adopted, and more effective account and opportunity management process
- Transition account/opportunity plans from static forms to productivity tools
- Expand key customer relationships through relationship assessment tools and automated coaching
- Improve collaboration 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

- Enable consistent sales process adoption:  
Whether you are selling products, services, or managing clients the key to success is how well you understand your client's 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.
- Creating more effective integrated account plan documents:  
Revegy provides a platform for configuring an account or opportunity plan specific to your organization that can be auto-populated from data within other systems (i.e. content from the web, news feeds, CRM, financial systems, etc.) resulting in a more accurate document with less effort.
- Enabling internal and external collaboration:  
Revegy provides a platform for managing and sharing sales information. Revegy allows you to share information both internally with your team and externally with your clients. In addition Revegy manages all account/client information and ensures everyone has the right level of access and that there are no conflicts in data entry and no 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](http://www.revegy.com) or contact us at [sales@revegy.com](mailto:sales@revegy.com).