



Revegy

# Territory Planning For The Modern Sales Enterprise

*A Proven Execution Platform for Revenue Optimization*

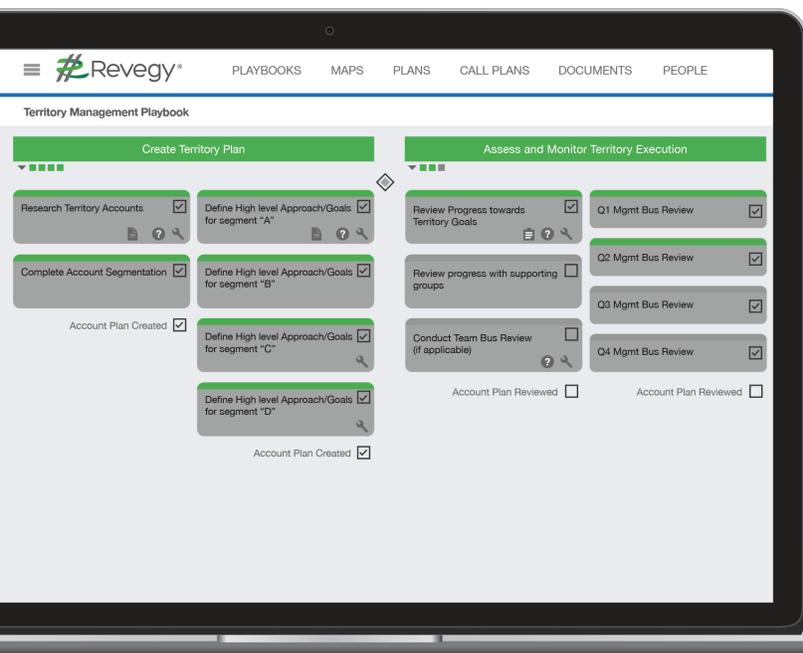
## Territory Planning + Execution

Territory management has become increasingly important in enterprise sales environments, with top performing companies recognizing the critical role that planning plays in driving sales performance and success. But planning is only one aspect of the puzzle — to be effective, companies must align territory plans with ongoing execution at both the sales leadership and individual rep or account manager level.

Revegy's enterprise-class platform enables sales leaders and sales teams to think more strategically about the unique objectives and strategies for each territory by visually aligning areas like territory landscape, account segmentation, opportunities, competitors, and partnerships with an executable action plan for exceeding stated revenue goals.

Unlike territory modeling or geographic mapping solutions that are more tactically focused on coverage and assignments, Revegy's territory planning and execution solution gives the sales rep visibility into how to make their number by mapping out the mix of accounts, products, opportunities, and channel/partner contribution required to attain quota. By giving sellers the intelligence to plan across these areas, they can effectively focus their efforts on the highest impact areas in a repeatable way.

For sales leadership, Revegy's powerful analytics track the progress of territory penetration and optimization against defined plans, and visual dashboards deliver a birds-eye view into the active opportunities and future potential within a given territory by size and stage, revealing deal risk and gaps in knowledge that can impact revenue goals. Managers can tap into territory scorecards and metrics to understand how well sales teams are executing their territory plans, especially as their activities relate to growing relationships, developing opportunities, forecasting pipeline, and overall revenue growth.

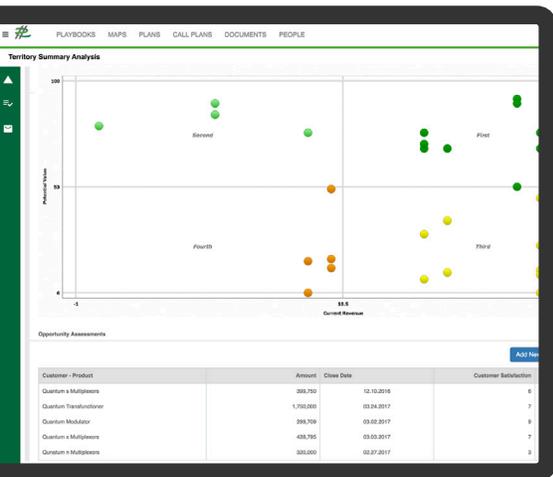


*“Revegy has provided a consistent, standard platform for sales planning. The value is that important sales intelligence is captured, shared and retained even as it is being used to drive business results.”*

**Walt Marston**

Global Process Owner - Sales Methodology

**ORACLE**

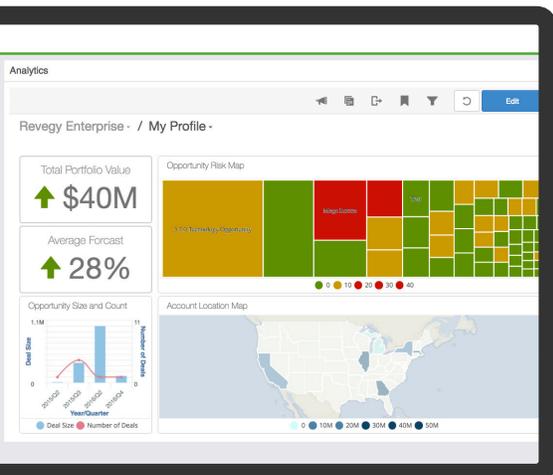
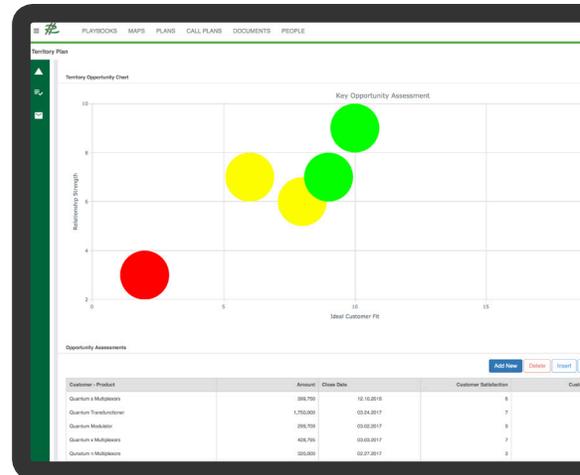


### Territory Segmentation Grid

Prioritize accounts in a defined territory based on current revenue and potential future value.

### Territory Opportunity Analysis

Analyze pipeline within a territory by key deal size and potential risk to focus coaching efforts.

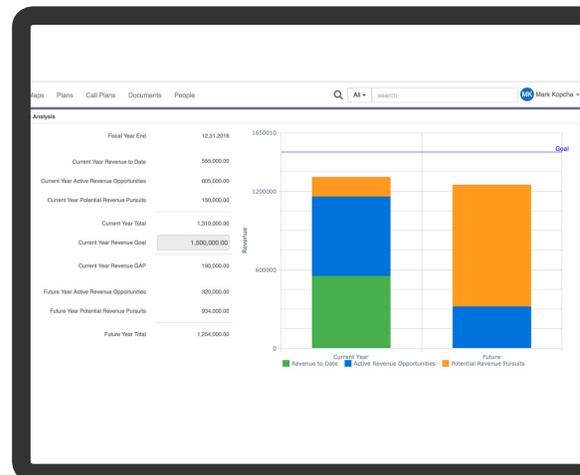


### Territory Analytics

Get a birds-eye view of a given territory across geographies, opportunities and KPIs.

### Territory Revenue Analysis

Understand long-term revenue potential within assigned accounts tied to revenue targets.



Revegy is trusted by world-class sales teams for a reason. Visit [www.revegy.com](http://www.revegy.com) to find out why.