



## Account Revenue Optimization Tools for MS Dynamics CRM

### MICROSOFT DYNAMICS SOLUTIONS OVERVIEW



**Grow revenue with collaborative planning and deal execution tools.**

Microsoft Dynamics is a powerful tool serving as a single point of truth for information on every customer at your company. But to manage your complex sales cycle and grow your largest accounts, you need insight on the ecosystem of customers at your key accounts. That's where Revegy comes in. Revegy extends the value of Dynamics by visualizing its data for key accounts - showing the people, their priorities, and the progress key account plans are making. With Revegy you can see the way to win.

## Optimize Your Microsoft Dynamics CRM



### Key Account Planning and Execution

#### Maintain & Grow Key Account Revenue

- Determine the best accounts for additional revenue
- Develop the relationships needed to drive success
- Align your capabilities with the customer's strategy
- Assess the health of your relationships and identify those at risk
- Build dynamic key account plans that drive teambased execution



### Opportunity Planning and Execution

#### Increase Win Rates, Deal Size, & Forecast Accuracy

- Visualize your complex sales process and drive consistent execution
- Qualify opportunities against your prospect profile
- Understand the influence of key stakeholders
- Align your value proposition with customer needs
- Use automated coaching to identify risks in each opportunity



### Portfolio Analysis

#### Optimize Revenue Across Accounts

- See the growth potential across your portfolio of accounts
- Get a holistic view of account health
- Create goals and an action plan for portfolio management
- Identify the accounts with opportunities for additional revenue



### Execution Playbooks

#### Drive Consistent Execution

- Operationalize any sales, portfolio, or account management process
- Dynamically choose the right playbook
- Visualize critical factors impacting your win rate
- Deliver training, sales, or marketing assets when they are needed



revegy.com



sales@revegy.com

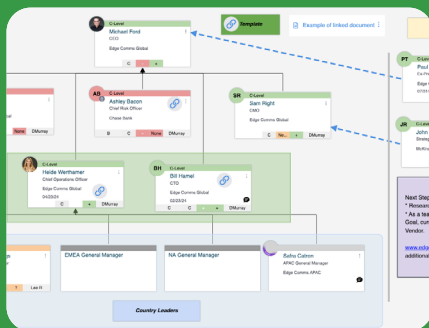
## Benefit from what sets us apart.

**Grow revenue with collaborative planning and deal execution tools.**

Reveyg drives superior results because it was designed to support the way that account teams and salespeople work and think. Our visual tools make collaboration easy and immediate - leveraging the information from Salesforce without duplicate data entry. Everybody can see what's happening now, as well as potential risks ahead. And the consistency that Reveyg automatically builds into the process keeps everyone focused on the way to win.

## Intelligent Execution

Revegy is an intelligent sales platform that assesses each situation and guides your team through every step of account planning and deal execution. It alerts salespeople of potential deal risks or account blind spots, and pinpoints what to do about it.

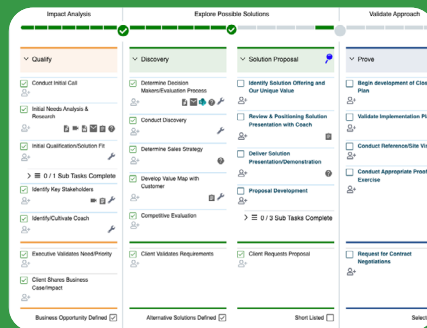


## People Maps -

Shows who you know, and who you need to know, to expand relationships and close deals.

## Works The Way YOU Sell

Our platform fits any sales methodology and conforms to the unique needs of different sales teams across geographies. Revegy has the ability to adapt your sales process to align with your customer's buying journey.

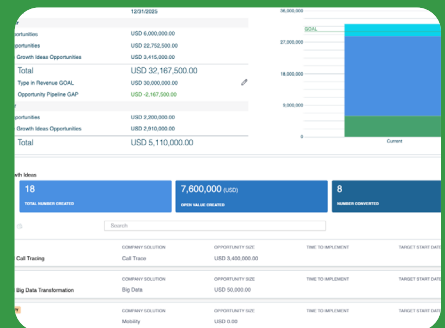


## Execution Playbooks -

Easily configured to operationalize any sales or account process - even those you've created.

## It's Visual

Revegy works the way your sales people think – visually. It quickly highlights political issues, identifies the strongest opportunities and understands the right activities needed to develop critical relationships, penetrate an account or progress a deal.



## Revegy Analytics -

Provide powerful insights into account, opportunity, and portfolio health.

## Add Powerful Visual Planning and Execution Tools to Microsoft Dynamics CRM

Microsoft Dynamics is an invaluable repository of customer information and relationship history. Reveyg uses this information to provide you a forward-looking view of your most important accounts without tedious rekeying of data. Reveyg expands Dynamics' capabilities with fully integrated account planning and deal execution tools to optimize revenue from your key accounts. This visual and collaborative platform helps your key account teams literally see the way to win.

For more information visit, [Revegy.com](http://Revegy.com) to request a demo.