smartsheet

Smartsheet Accelerator **for Customer Engagement**

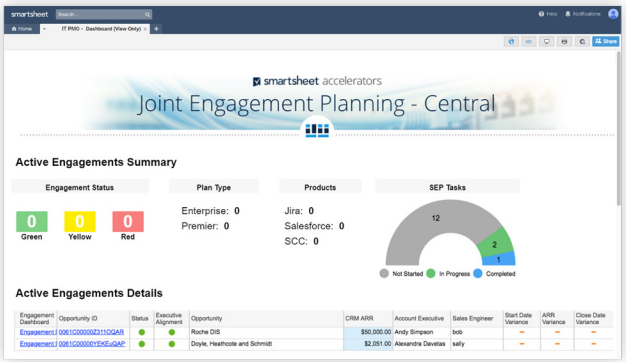
According to Vantage Point performance data, 44% of sales executives believe they are not properly managing their sales pipeline. As there is a direct link between effective pipeline management and strong revenue growth, this misstep causes a substantially negative impact on revenue realization.

To solve sales issues, such as lost revenue due to poor pipeline planning, sales leaders need a holistic approach for managing customer engagements. The Smartsheet Accelerator for Customer Engagement helps you build trust with your customers, a return on investment (ROI) result that goes beyond dollar value.

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Smartsheet Accelerator for Customer Engagement

Overview



The Smartsheet Accelerator for Customer Engagement appeals to sales leaders because it gives them the critical customer engagement capabilities found in other software, but also works with their other Smartsheet solutions.

You no longer need to go back and forth between multiple programs for sales engagement planning. Reporting in the solution gives sales organizations the option to view customer engagements at multiple layers.

After Smartsheet consultants help you configure and personalize the accelerator to match your company's needs, you can change it so that it evolves along with your sales processes.

Make Sales & Customer Collaboration Work

Smartsheet Accelerator for Customer Engagements provides complex sales deal alignment through better collaboration, which increases deal closure success.

Make Better Sales Decisions Faster

Smartsheet Accelerator for Customer Engagements gives stakeholders better pipeline.

Automate Engagement Processes

Reduce sales management, as well as the time account executives spend manually preparing sales reports and dashboards for pipeline updates.

Deploy Your Engagement Systems With Confidence

Deploy consistent, end-to-end sales pipeline management, at scale. This includes reporting and dashboards for instant insights, global updates for ongoing changes, and deal archiving.

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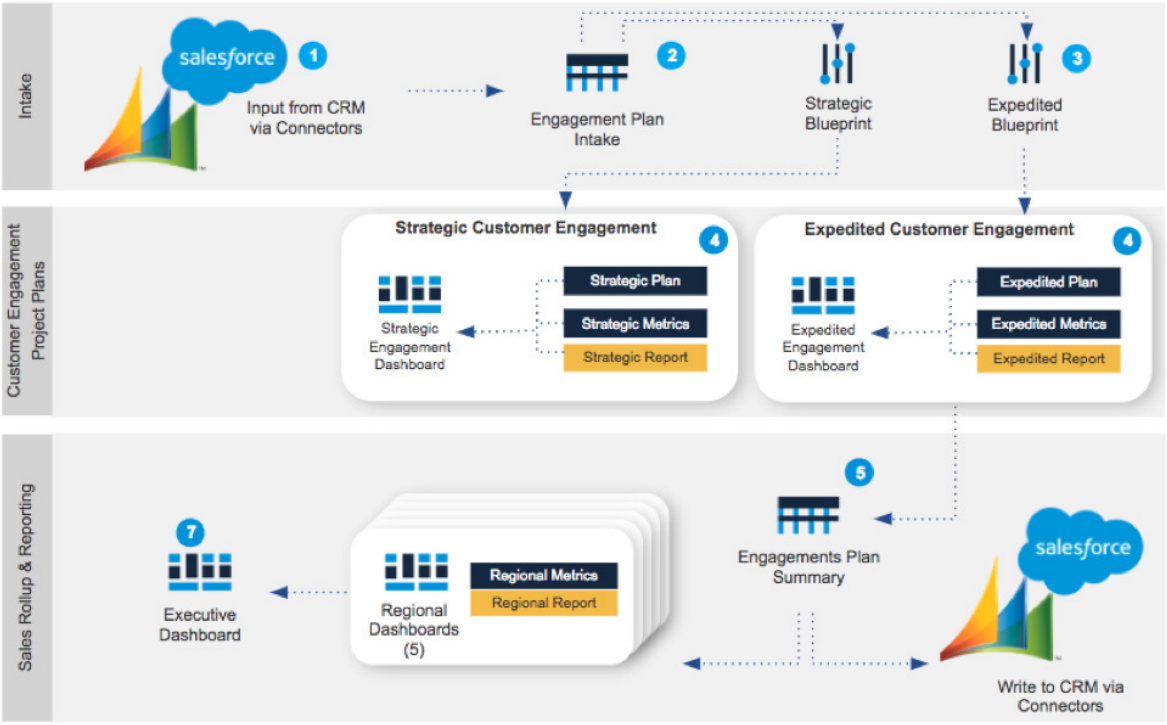
Smartsheet Accelerator for Customer Engagements

Key Components, Capabilities, & Benefits (cont.)

Optimize IT PMO Work Processes

Accelerator Framework

- **The Sales Management group of Smartsheet Accelerators focus on Customer Engagement, Representative Onboarding and Forecasting.** The Smartsheet Accelerator for Customer Engagements has 9 Dashboards, 17 sheets, 13 Reports, 2 Blueprints, Recommended Salesforce Connector (or the Microsoft Dynamics CRM Connector).



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Key Components, Capabilities, & Benefits (cont.)

Other Key Capabilities

- Recommended solution deployment configurations are pre-set to address your specific, common business challenges.
- On-boarding and change management guidance is supported by new Smartsheet capabilities like Onboarding Center.
- Solution Assurance Package to help maintain the solution through its lifecycle. (Consulting deployment only.)
- *Optional Additional Consulting - Optional Integration Support for Salesforce Connector, Microsoft Dynamics CRM Connector, Jira Connector, API connections to external systems.

Key Benefits

Smartsheet Accelerator for Customer Engagements speeds up time to value for sales leadership by delivering optimized templates with cost effective best practices resulting in a rapid ROI.

- Better collaboration increases program success. Enhanced sales process and pipeline transparency ensures better decisions are made faster.
- Automation reduces wasted time on manual notifications and global updates. Confidently deploy large-scale sales program management initiatives with enterprise-grade security and administration.

Hear what Customers have to say about the Smartsheet Accelerator for Customer Engagements

"Using the Smartsheet Accelerator for Customer Engagements enabled us to engage with our customers sooner, demonstrating to them we meant business. Getting a joint plan in front of our customers sooner in the deal cycle and creating the solution together showed we understood their needs, and helped to gain their trust."

-Max Feenstra of HP

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