

Why PreSales Teams Love Vivun



Scale Impact and Influence

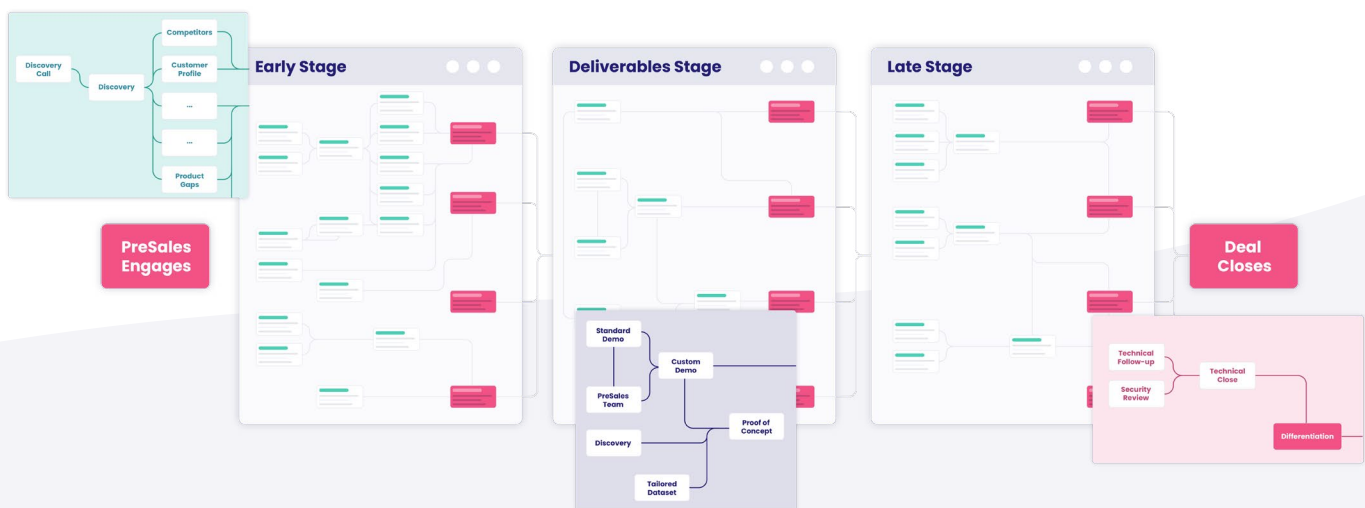
Tired of the never-ending chore of tracking deals and entering data into systems not built to support the unique work of Sales Engineering? Boggled down by administrative tasks stealing your valuable time? Sick of cramming information into custom fields in Salesforce as an afterthought? Annoyed by constant ad-hoc requests and demands from marketing, sales, operations, and product teams?

Do you need a way to demonstrate the value and impact of the amazing work you and your colleagues do on a day-to-day basis?

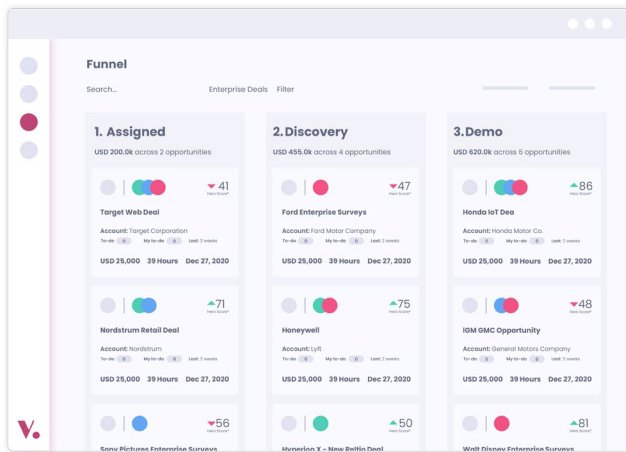
You can with Vivun.

Vivun solutions make it easy to do your work more efficiently and effectively by finally giving you a system designed to serve the needs of PreSales teams. With Vivun, you will enhance your experience and elevate your impact:

- Ditch mind-numbing data entry and tedious time-tracking and automatically communicate your capacity and availability to stakeholders
- Communicate the technical win probability your opportunities, with actionable recommendations to increase conversion
- Accelerate the product feedback loop to Product & Engineering teams with seamless tracking of feature requests and product gaps
- Automate the development and delivery of product demonstrations that allow you to serve the needs of prospects and customers at scale



Automate Your Path to Bliss



Eliminate Context Switching

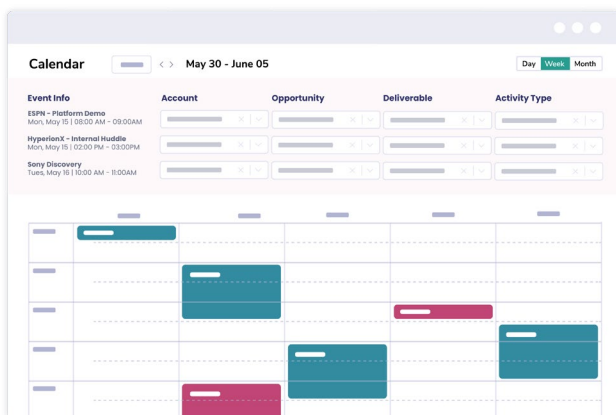
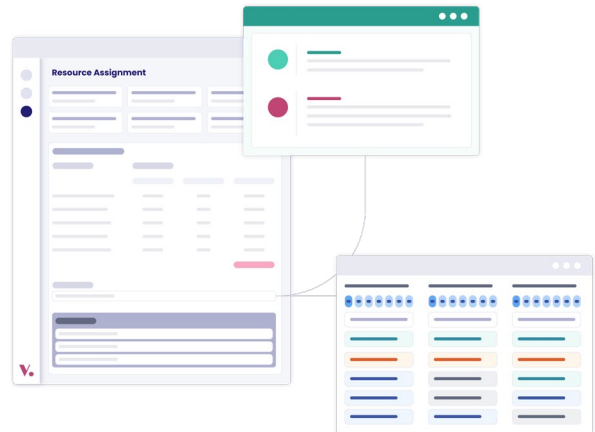
Work all your deals from your Technical Funnel, framed according to your workflow. No duplicating data entry in Salesforce—the bidirectional integration takes care of that. Journeys provide workflows customized to your sales motion.

“We organize opportunities and ensure current status is properly documented, while providing visibility throughout the organization. Our team finally has one place to review all their opportunities and quickly and easily update the status on each.”

Senior Solutions Engineer

Balance your Workload

Smart Assignments provide rule-based request-and-fulfill workflows that assign the right team members to the right opportunities, with approval engines and Slack integration.



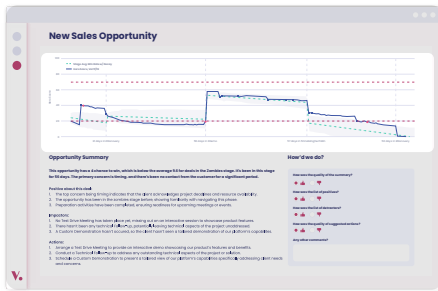
End Tedious Time-Tracking

AI-powered Calendar Intelligence automatically captures and categorizes all your actions and matches them to relevant opportunities. Grasp your day, week or month at a glance and see where and how you can optimize your time.

“We’ve shifted away from cumbersome tracking of effort. Alignment with Office calendar is a time-saver.”

Principal Data Management and Solutions Consultant

Pipe In on Pipeline



Hero Score™ uses AI to quantify the quality of your opportunities from the technical perspective, using the Vivun Intelligence System to inform probabilities, and SE Copilot™ provides clear and specific next best actions to improve conversion.

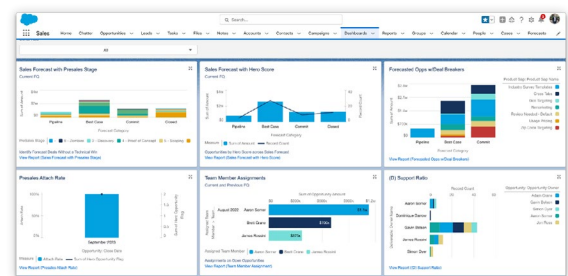
“Working alongside the sales team, presales has been able to thin the gap between the two teams’ strategies. We’ve been better aligned and able to copilot the cycle time by managing where we are in the process.”

Solutions Consultant, Fortune 500 Company

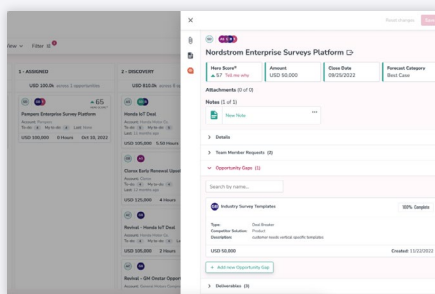
Vivun’s Salesforce integration queues and pushes updates in the background so you can get your work done fast and lets you update accounts, leads, opportunities out of Salesforce – as well as document product gaps, opportunity gaps, account gaps and development items.

“Vivun provides better alignment between AE and SEs in terms of where we see our opportunities from each other’s perspectives. It helps identify areas of improvement, where needed, and keeps us accountable.”

Solutions Engineer, Large Enterprise SaaS Company



Close the Product Gaps that Lose Deals



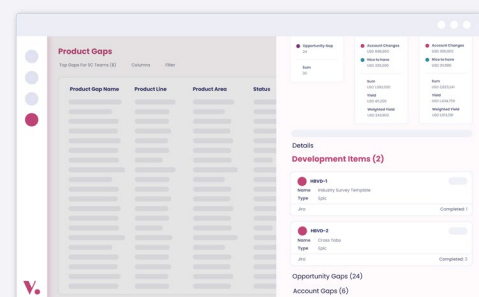
Document and cluster product feature requests and gaps, and leverage AI to automatically search and match existing records to avoid duplication and one-offs. Salesforce integration means gaps are mapped to accounts and opportunities to give Product teams the product investment ROI needed to justify development.

“It’s given the field more visibility into how Product has prioritized the gaps we’ve identified that potentially impact millions of dollars worth of ARR.”

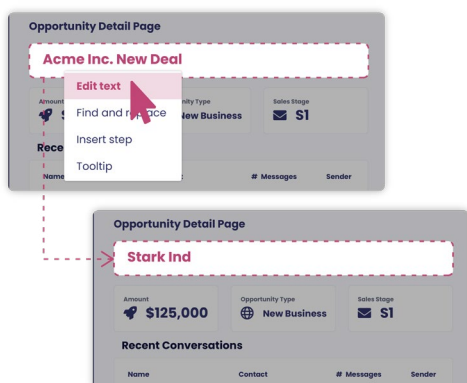
Sr. Solutions Consultant, Medium Enterprise SaaS Company

Deal Revival™ lets you know when new features have been delivered, enabling you to re-engage prospects and customers to positively impact your pursuits.

Integration with Product Lifecycle Management solutions like Jira, Aha and Product Board means you can work in Vivun, and not the Product Management teams system of record and engagement.

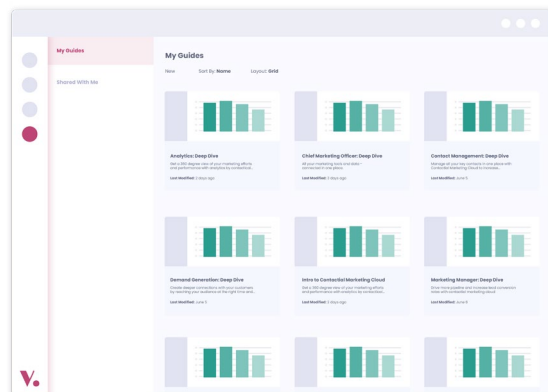


Scale Demo Development and Delivery



Capture the frontend of your product and quickly build out guides that are rich with steps and tooltips that provide an immersive product experience. Customize text, fields, and graphics to tailor your guides, and incorporate video to deliver additional context.

Never start from scratch and work from a library of guides to select from and modify accordingly. Distribute demos one-to-many in public channels or communities, or one-to-few in direct engagements.



Receive alerts and insights on who has viewed your guides and for how long. Capitalize on these timely insights with tailored follow-ups that meet the buyer's need for real-time context.

"Now I can take action on the things that get deals done and access the information I need much faster because I don't need to sort through ancillary sales fields....Vivun makes my life easier and gives us a home."

Sr. Solutions Consultant, Medium Enterprise SaaS Company

Level Up

While there are some similarities, you perform a role that is very different from your Account Executives and Account Managers. You deserve a solution that has been developed to meet your unique needs so you can excel at all facets of your role, including (but certainly not limited to) demos.

Ready to be empowered?

Reach out to schedule a demo with us at vivun.com/demo-request.

vivun.