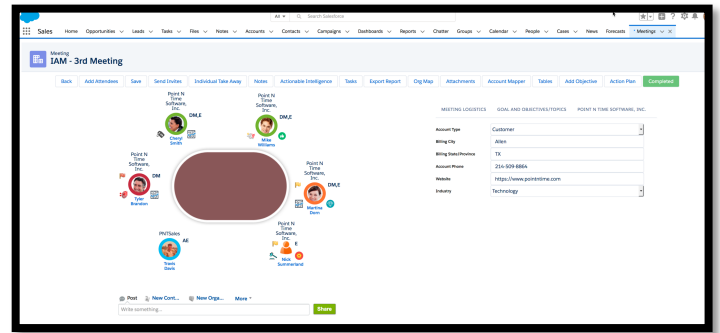
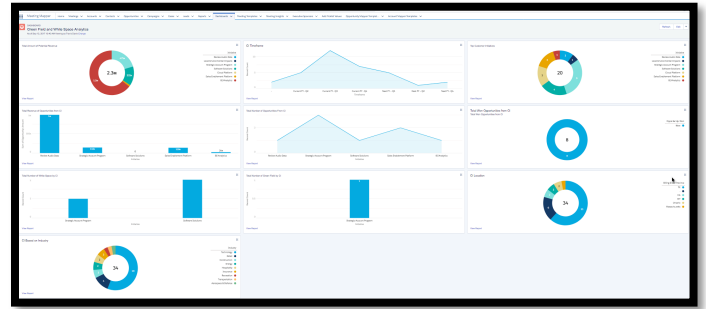


Strategy Mapper

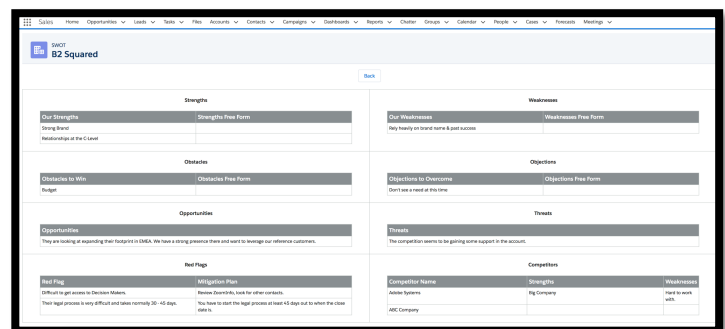
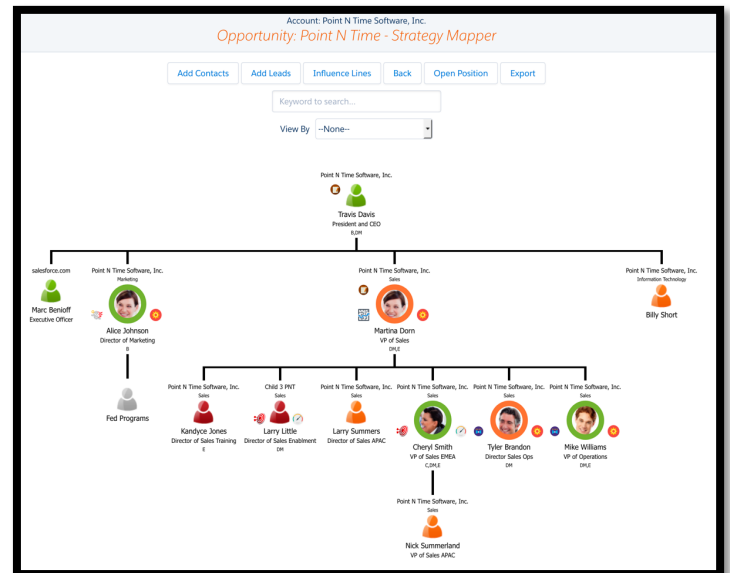
Configurable Key Account Management, Opportunity Planning, Meeting Planning and Execution and Stakeholder Management in a Native Salesforce Solution.

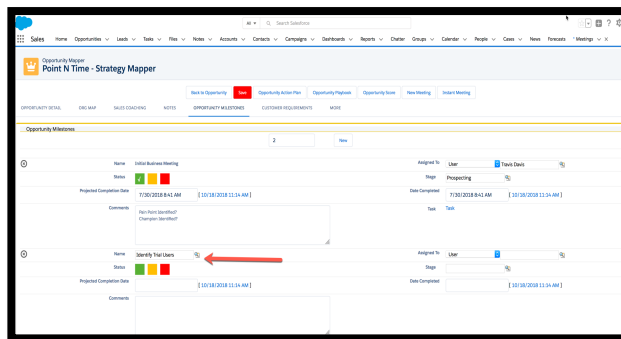
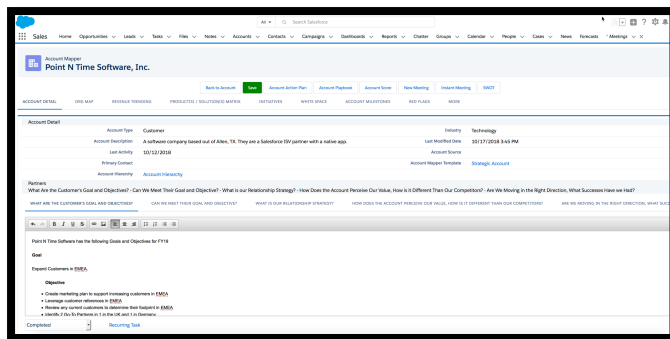
Become the "Trusted" Advisor



Strategy Mapper – Benefits for Your Company

- Identify 'White Space and Green Field' selling
- Key Account Management within Salesforce
- Automatic Account and Opportunity Scoring
- Enriches Relationships with Buyers and Decision Makers
- Increases Win Rates and Decrease Selling Time
- Maintain Consistency in Your Sales Process
- Leverage Sales Coaching and Customer Insights to build and maintain profitable customer relationships
- Easily Build and Automatically Maintain up-to-date Account and Opportunity Plans
- Automatically provide sales cycle reporting at all levels of your sales organization
- Documents and easily communicate competitors and their strengths and weaknesses (SWOT+).
- Easily gathers, stores and reports on customer intelligence without the need for verbose notes – giving your sellers more time to sell.





Strategy Mapper Supports

- Editions: Group, Professional, Enterprise, Performance
- Clouds: Sales, Service, Marketing, Salesforce Platform
- Clients: Aloha, Salesforce 1, Lightning
- Industries: All
- Languages: English
- Integrates with Pardot (Knowledge Driven Marketing (KDM))

Customer Quotes

"We've been using Strategy Mapper for our global sales organization for about a year now and it's been a great experience. It gives us a structured, standardized method to manage our multi-stage sales opportunities and simplifies the process for both our sales team and sales management. We've already seen outstanding results in our sales pipeline tracking and closing ratio."

- Dan McGrann, Director Strategic Account, Revelation Software Concepts

"We all know how difficult it is to get our Sales people to try anything new. Meeting Mapper is so easy to use with Salesforce1 on an iPad that it will make sense to your Sales teams, and they will use it. The Meeting Mapper team is easy to do business with, and their response time is always immediate. We look forward here at National Life Group to a long and innovative relationship with the Meeting Mapper team."

- Jed Brody, 2nd Vice President, National Life Group

"We have been using Strategy Mapper for about 6 months and the insights to various Accounts is helping us stay on track and grow key accounts. The 6 – 12 Month Plans in Account Mapper help our teams stay on track while Milestones gives us a great way to manage activities and tasks. The Org Map is a great visual tool that allows us to see our clients organizational structure as well. The real-time information from Salesforce provides an easy and effective way to manage all aspects of each account."

- Donna Wadleigh, Director Sales Operations – YourEncore

FREE 30-DAY TRIAL AVAILABLE ON THE APPEXCHANGE

Install Strategy Mapper from the AppExchange. Visit www.pointintime.com/solutions/strategy-mapper

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