

Quick Start for Revenue Intelligence: Making the Right Moves in Your Pipeline

About SpringML



Salesforce partner since 2015;
Preferred partner for Revenue
Intelligence Solutions



Analytics, Visualization, Machine
Learning and AI Solutions



400+ Salesforce and Analytics
implementations

Revenue Intelligence

Revenue intelligence combines data with AI and automation to create visibility across the revenue lifecycle — from marketing to sales to finance — to generate actionable insights. Sales leaders use revenue intelligence to forecast with confidence monitor pipeline health, identify the best next actions for sellers to take, and drive predictable revenue growth.

What is Quick Start for Revenue Intelligence?

- ✓ Accelerates deployment and adoption of Salesforce revenue intelligence tools
- ✓ Provides visibility into the opportunity pipeline to help sales teams close deals, determine what works, and improve forecast accuracy
- ✓ Delivers insights from data, enabling users to prioritize opportunities, make the right moves, win more quickly and efficiently, and hit their forecasts every time
- ✓ Offering is applicable for multiple industries, roles and lines of business

What should I focus on?

Data updated: Yesterday at 6:03 AM

Opportunities Needing My Attention		Opportunity Changes		Top Open Opportunities	
No Activity	No Next Step	Stuck in Stage	Amount	Close Date	Forecast Category
Opportunity Name	Amount				
General Utilities - New Business - 344k	\$344,168				
Aims Social, Inc. - Add-On Business - 234,774	\$234,774				
Big Sky & Sons - New Business	\$217,219				
Valley Supply Inc. - New Business	\$187,357				
Anaco Limited - Add-On Business	\$175,493				
Universal Containers - Add-On Business	\$160,942				
Omega Insurance - Add-On Business	\$152,772				
Associated Supply Co. - Add-On Business	\$114,136				
Total Amount	\$1,681,651				

No results found

Commit	Most Likely	Best Case	Pipeline
Opportunity Name	Amount		
Aims Social, Inc. - Add-On Business - 234,774	\$234,774		
Associated Supply Co. - Add-On Business	\$114,136		
Total Amount	\$348,910		

Open Pipeline Inspection

Package sizing and pricing

Quick Start Set Up

Price: \$25K

Duration: 2 Weeks

Quick Start Set Up & Training



Revenue Intelligence

Set up and configure Revenue Intelligence product with Revenue Insights Dashboard

Quick Start Growth

Price: \$50K

Duration: 4 Weeks

Quick Start Set Up + Dashboard



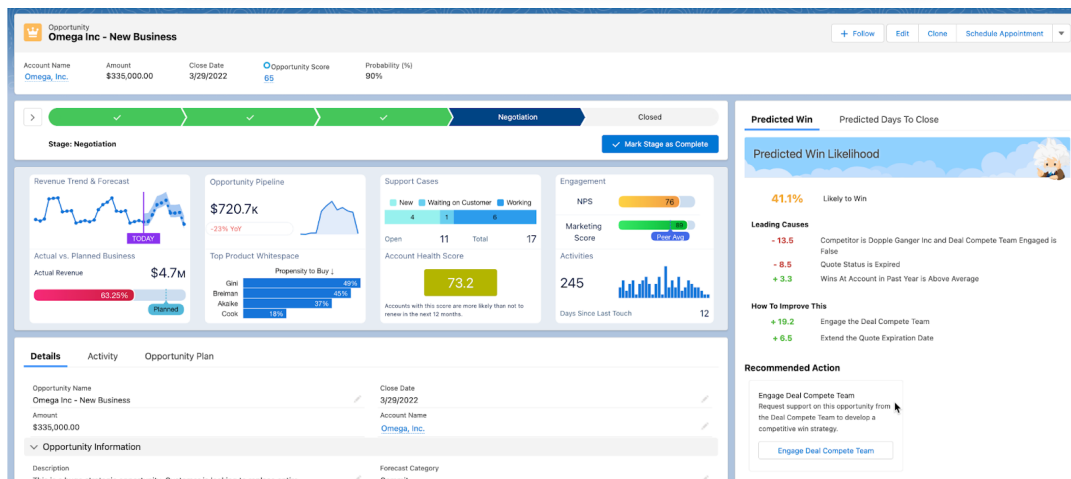
Revenue Intelligence

Set up and configure Revenue Intelligence with RI Dashboard and 1 additional CRMA Dashboard

Add ons

Add External Data Source

Starting at \$10K



How is Quick Start Implemented?

Your Quick Start implementation offering is designed to get you up and running on Revenue Intelligence in as little as 2 weeks – setting you up for success with Revenue Intelligence both now and for the long run.

Plan

- Intro and scheduling
- Understand the vision & conduct end-to-end discovery

Configure

- Installation & Configuration
- Deep dive or feature enablement sessions

Deploy

- Use-case validation
- Final design documentation

Closeout

- Project review & lessons learned
- Knowledge transfer sessions
- Next-step resources

SpringML: Simplify Complexity
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