# Strategy Mapper

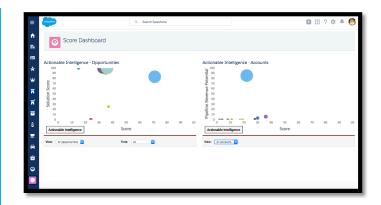
### The Premier Account, Opportunity and Meeting Management Solution for Salesforce

The most cost effective, powerful, configurable, comprehensive and easy to use Strategic Selling solution for Salesforce! Strategy Mapper<sup>™</sup> provides sales leadership unparalleled visibility and access on the progress of Accounts and Opportunities, to ensure revenue goals are met and exceeded.

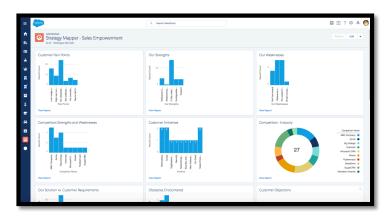


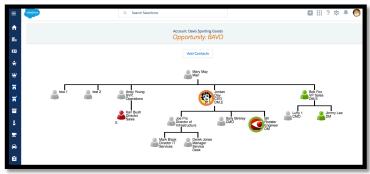
Strategy Mapper – A Win for Your Company

- Increases Salesforce user adoption and effective usage
- Native to Salesforce
- Salesforce 1 and Lighting Enabled
- 5 Star rated on the AppExchange
- Simple set-up fast ROI
- Very configurable to your sales process and methodology
- Converges Account, Opportunity and Meeting Planning and Execution in one solution
- Easy installation and deployment
- Reduces ramp up time for new account team members
- Disaster Recovery for Sales (DRfS)
- Insightful Executive dashboards









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Account Mapper Davis Sporting Goods					nt. Th	Opportunity Mapper Strategy Map	per - Davis Sporting			
Back Back to Account Save Notify M ACCOUNT DETAIL CUSTOMER BUTING PROCESS CUSTOMER	Initiatives Account Milestone		New Meeting Quick Meeting Dig Map MARKETINO/BEZ DEV NOTES MC	2016	±⊐ ★		portunity Save Notify Manager Notify Team	Opportunity Score Opportunity Raybook	New Meeting Quic	a Meeting Org Map STAGES MORE
Account Detail Industry Communications		Description	COMPETITORS	owing at a every 45	¥ #	Opportunity Detail Description	DSG is looking for a strategic selling solution to enable sales teams to utilize the current sale process and methodology. 51.500.000.00			
Owner Dev User Account Mapper Template Betail Accounts		Website	ACCOUNT TIMELINE		-	Amount Opportunity Type	New Customer		Demo epositur	NITY TIMELINE
Partners			CUSTOMER TEAM		8	Lead Source Created Date	Web 12/10/2015 10:00 PM	Owner ID Last Activity	Dev Usi customer 7/8/20	R TEAM
Partner Travis Account	Role	Is Primary	ACCOUNT TEAM		=	Account ID Products	Davis Sporting Goods	Opportunity Mapper Template	Techno 🔳 ACCOUNT	TEAM
sforce	Consultant					Name Strategy Mapper - Davis Sporting				Quantity 10.00
sforce	Consultant		CHILD ACCOUNTS Opportunities		8	Strategy Mapper - Davis Sporting				20.00
sforce	Consultant	8	Name Opportunities	_	0	Partner Partner	Role	Is Prim	ary	
Aethna Home Products	Consultant		Big Red 1 Opportunities	_		sForce Strategy - Tactics - Value	Consultant	2		

#### Strategy Mapper Supports

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

#### **Customer Quotes**

"My company is starting to beta account strategic selling tools for Salesforce. We found Strategy Mapper a very good way to gather the account information across the full sales cycle. From the easy implementation to the support from the company we were up and going in no time at all. The meeting planning is worth the price of the tool itself. Detailed information that can pass from account manager to management is invaluable.

- Mark Shevetone. Strategic Account Sales, MTE Corporation

"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, 2<sup>nd</sup> Vice President, National Life Group

"Previously, all of our meeting notes were stuck in a single task or activity. Follow-ups were hard to schedule and reporting was lackluster. This tool has helped us organize and capture exactly what we were missing."

- Miranda Hall, Sales Operations, Discovery Data

## FREE 30-DAY TRIAL AVALIABLE ON THE APPEXCHANGE

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

(214) 509-8864 info@pointntime.com