

# Sales Enablement Software by Revegy.

## *Planning and execution tools integrated with Oracle Fusion CRM.*

Every sales and account management organization needs a competitive edge. Winning more deals and growing revenue requires the right process. Our solution helps companies become more effective at planning and executing their B2B sales process at every level – so they can consistently improve forecast accuracy, achieve buyer-aligned sales cycles, increase account penetration, and align with key stakeholders and customer strategies.

### Get the tools to make sales happen.

Revegy software is unique. Salespeople actually want to use it because it simplifies their work, saves them time, and clearly shows them which steps should be taken next to move a deal or key account forward.

Here are some highlights.

#### **ACCOUNT** Management *Expand in Key Accounts*

- Easily identify the accounts that offer the best opportunities for additional revenue
- Effectively collaborate with your account team (and even your customers!) to align your capabilities with the customer's strategy
- Quickly assess the true health of your account relationships and identify customers at risk
- Build key account plans that are dynamic and proactively track execution

#### Sales **PLAYBOOKS** *Drive Consistent Execution*

- Boost win rates by matching your sales process to your prospect's buying process
- Automatically support provocative/consultative OR high-velocity sales processes for your inside, field or channel sales teams
- Easily monitor your sales processes to identify critical factors that impact your win rate, and skipped steps that increase risk
- Improve efficiency and effectiveness by proactively delivering your sales and marketing assets to the team at the point when they are needed

#### **OPPORTUNITY** Management *Increase Win Rates*

- Improve forecast confidence by using automated coaching to identify risks in each opportunity
- Profile your ideal prospects with Revegy scorecards to ensure you invest time in the right opportunities
- Engage the primary decision makers and influencers and align your value proposition with key customer challenges
- Enable team collaboration, efficiency and coordinated execution

#### **CHANNEL** Management *Grow Partner Revenue*

- Quickly identify partners offering the best potential so you invest appropriately
- Rapidly onboard partners using tools that deliver the right information at the right time
- Grow partner loyalty by matching your resources and solutions to the partner's strategies and initiatives
- Gain pipeline visibility by extending your sales process and tools to your channel partner

## Access our visual tools in Oracle Fusion CRM.

Leveraging the Fusion Middleware platform, Reveyg is tightly integrated with Oracle Fusion CRM. This two-way synchronization eliminates duplicate data entry for Customer, Opportunity, Contact and other key objects. And because our integration platform is highly configurable, you'll have extensibility beyond these standard data points. Reveyg also offers two implementation options -- integrated and embedded (via Fusion CRM's application composer) -- to drive efficiency and ease of use.

## Benefit from what sets us apart.

Reveyg helps drive superior results because it was designed to support the way that account teams and salespeople work and think. Our visual tools make collaboration easy and immediate. Everybody can see what's happening now, and what has already been done. And the consistency that Reveyg automatically builds into the process keeps everyone focused on the best way to beat the competition.

What makes Reveyg different helps make sales teams successful.

- **Intelligent tools.** Reveyg provides a true picture of an account — helping salespeople and account managers visualize how to close deals and expand relationships. You'll have maps, plans, scorecards and priority grids that identify risks and pinpoint the right actions to take at the right time.
- **Any sales process.** Leverage a single solution that fits the needs of any sales organization, channel, geography, and industry. Our software is easily configured for any sales, account and channel process or methodology — particularly one that you've created.
- **Visual power.** Salespeople and account managers quickly adopt our software because Reveyg is visually oriented. Its color-coded, graphical interface makes it easy to use. Communication is dramatically improved. Teams move in lockstep. And everyone gets more done in less time.

## Partner with a complete solution.

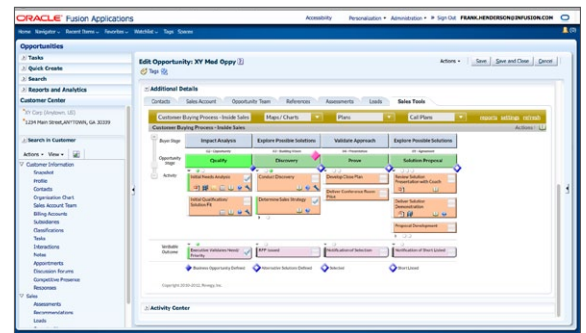
If you want to navigate even the most complex accounts and competitive opportunities...bring unity and collaboration to your processes... win more sales... and drive revenue from both customers and prospects... rely on the best tools available. You owe it to your company — and above all, your teams — to use Reveyg's sales planning and execution solutions.

*Learn how Reveyg can help you.*

*Visit [www.reveyg.com](http://www.reveyg.com) or contact [sales@reveyg.com](mailto:sales@reveyg.com).*



*Intelligent tools, like Relationship Maps, provide a true picture of an account so teams can visualize how to close deals and expand relationships.*



*Reveyg Playbooks are easily configured to automate any sales, account and channel process - especially those that you've created.*

*"It delivers a single view with everything in one place - providing intelligence to inform your team and keep them focused where they should be."*

*— Business Operations Director UK Global Enterprise Software Company*

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**FUSION APPLICATIONS**  
CUSTOMER RELATIONSHIP  
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