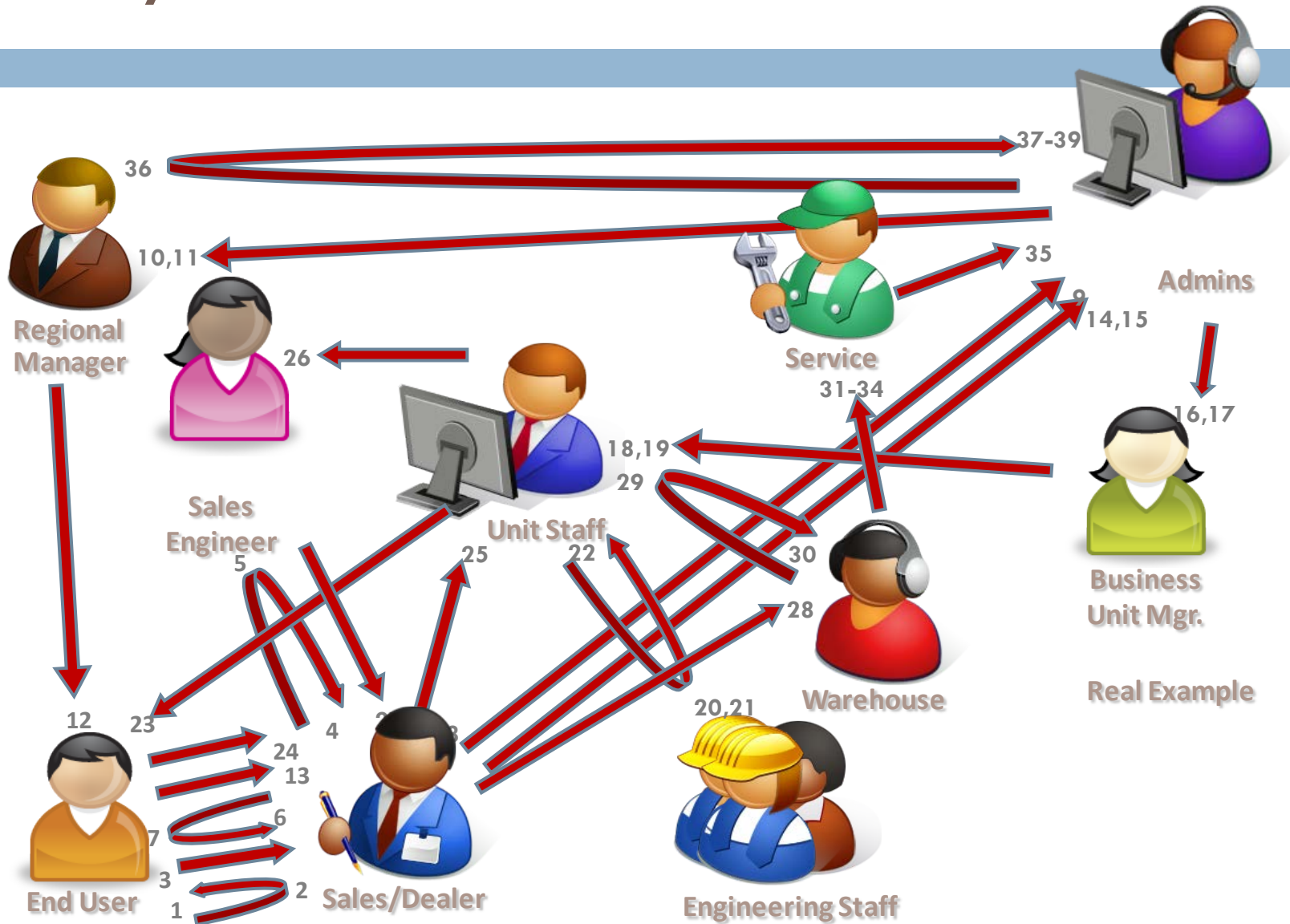# SELL MORE STUFF
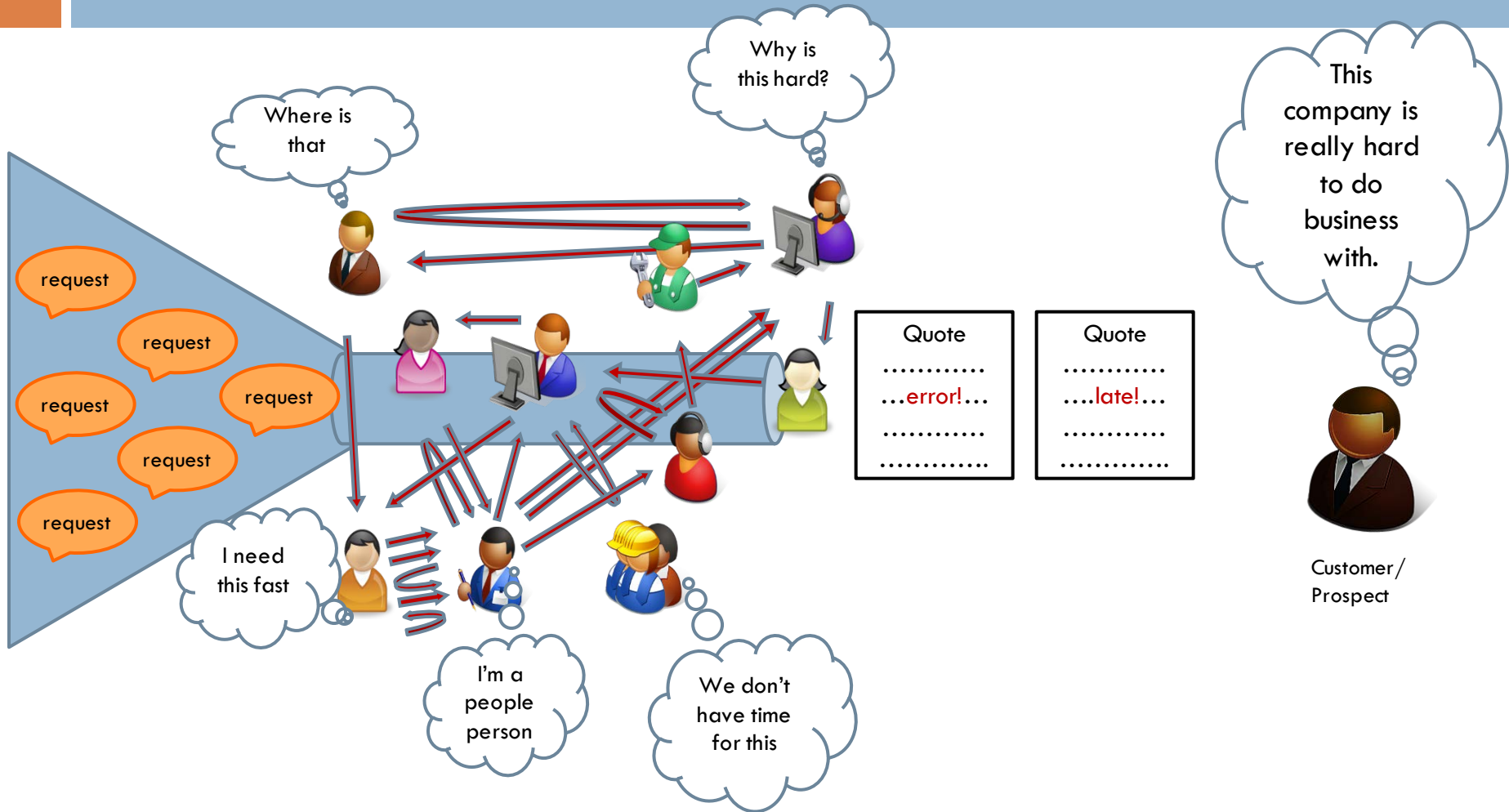
Why we are in business

This bottleneck impacts experience

After Endeavor CPQ = Simplicity

13-15

Admins

Regional Manager

Service

9-12

Sales Engineer

6-8

Unit Staff

4-6

Warehouse

Business Unit Mgr.

1,2

3

End User

Sales/Dealer

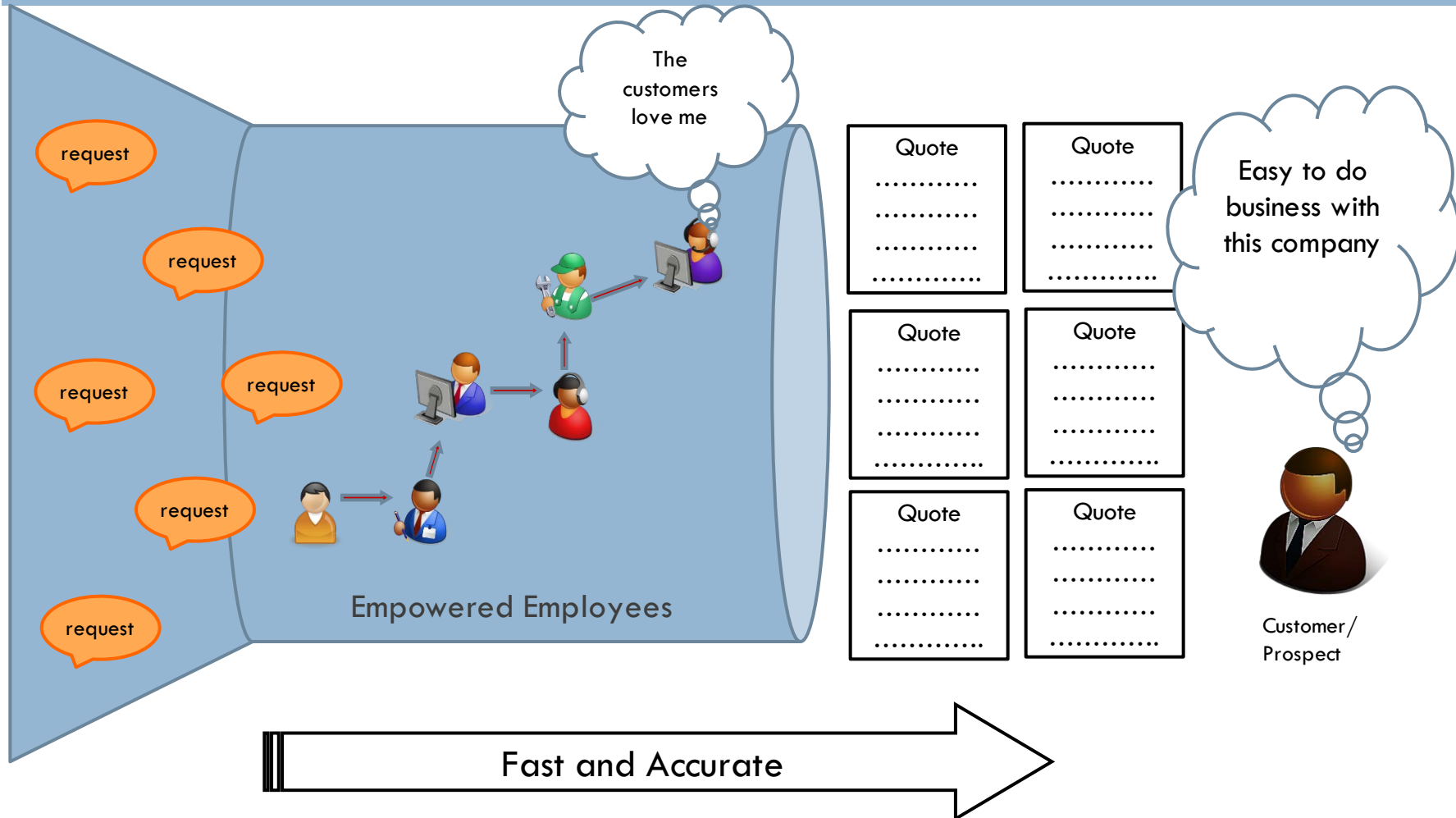**Engineering Staff**
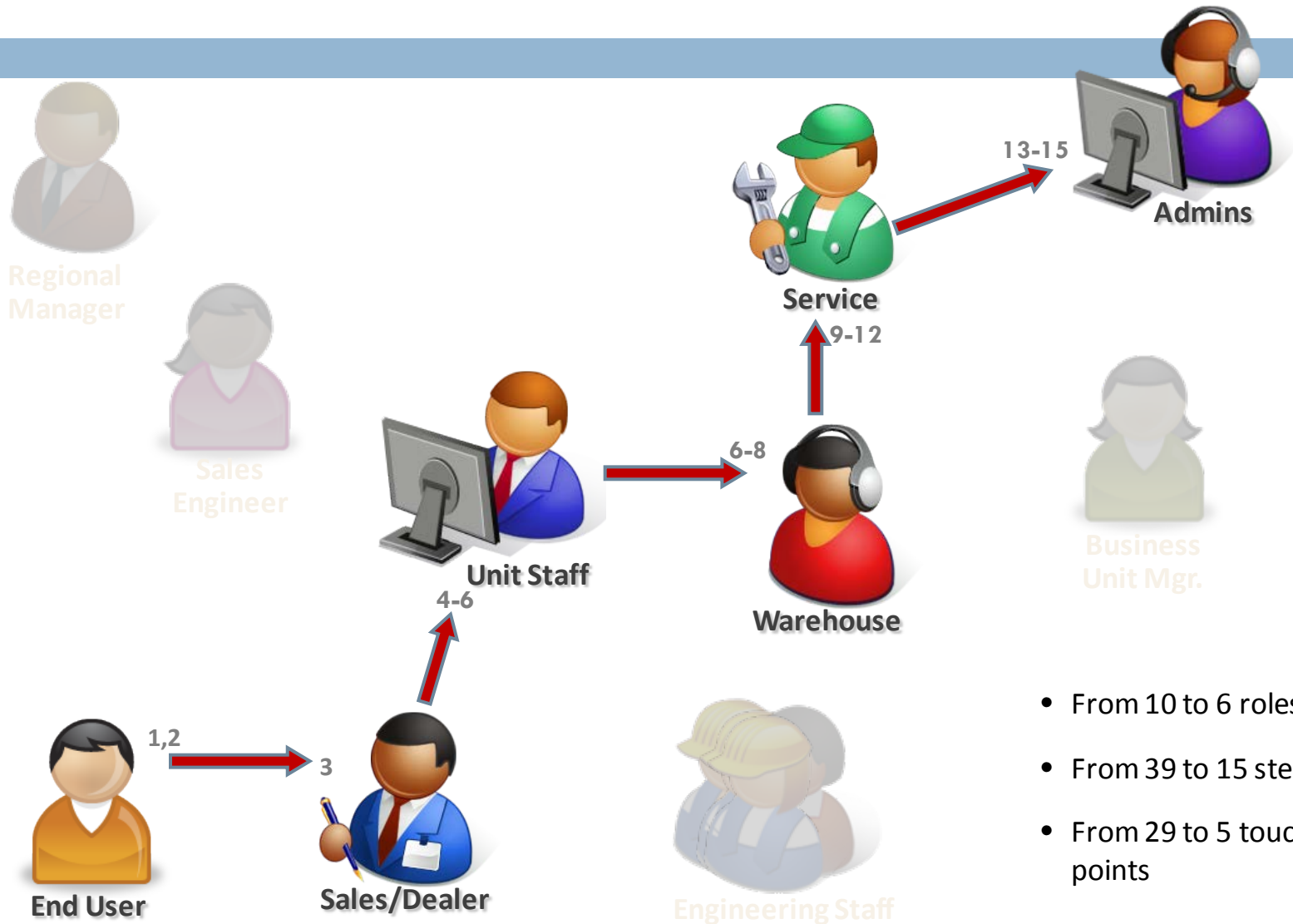
- From 10 to 6 roles
- From 39 to 15 steps
- From 29 to 5 touch points

Simplicity = Sell More Stuff!

Remove the burden

- **<u>Enable sales to sell</u>** by reducing the effort to quote or build an order = More Sales

- **<u>Empower your partner channel</u>** to quote and order as if they are the experts = More Sales

- **<u>Enable product managers</u>** to bundle and cross sell = More Sales

- **<u>Empower management</u>** with accurate information to manage by = More Sales

- **<u>Provide customers with a positive experience</u>** = More Sales

It's Takes More Than Just Apps

It's the application of the "application", such that an optimal and profitable experience is achieved.

But don't worry we are the experts and offer:

☐ Fast Path
  ◻ Install, configure and train
  ◻ Fixed time-frame, cost and scope
  ◻ Self-implementation for simple requirements

☐ Mentored Implementation
  ◻ Fast Path + Structured Mentoring Program
  ◻ Self-implementation for complex requirements
  ◻ Lower implementation costs and ensures customer ownership

☐ Full lifecycle Implementation
  ◻ Endeavor owns complete project life-cycle
  ◻ Faster time to market while maintaining customer ownership

☐ Managed Services
  ◻ Endeavor serves as your administrator
  ◻ You call and we make it do what you need

A   **X**   B

A   ✔   B

Diverse Customer Success