SalesValue

Enablement made simple

Typical challenges

Turn over in sales teams are high

Hiring new sales people is expensive

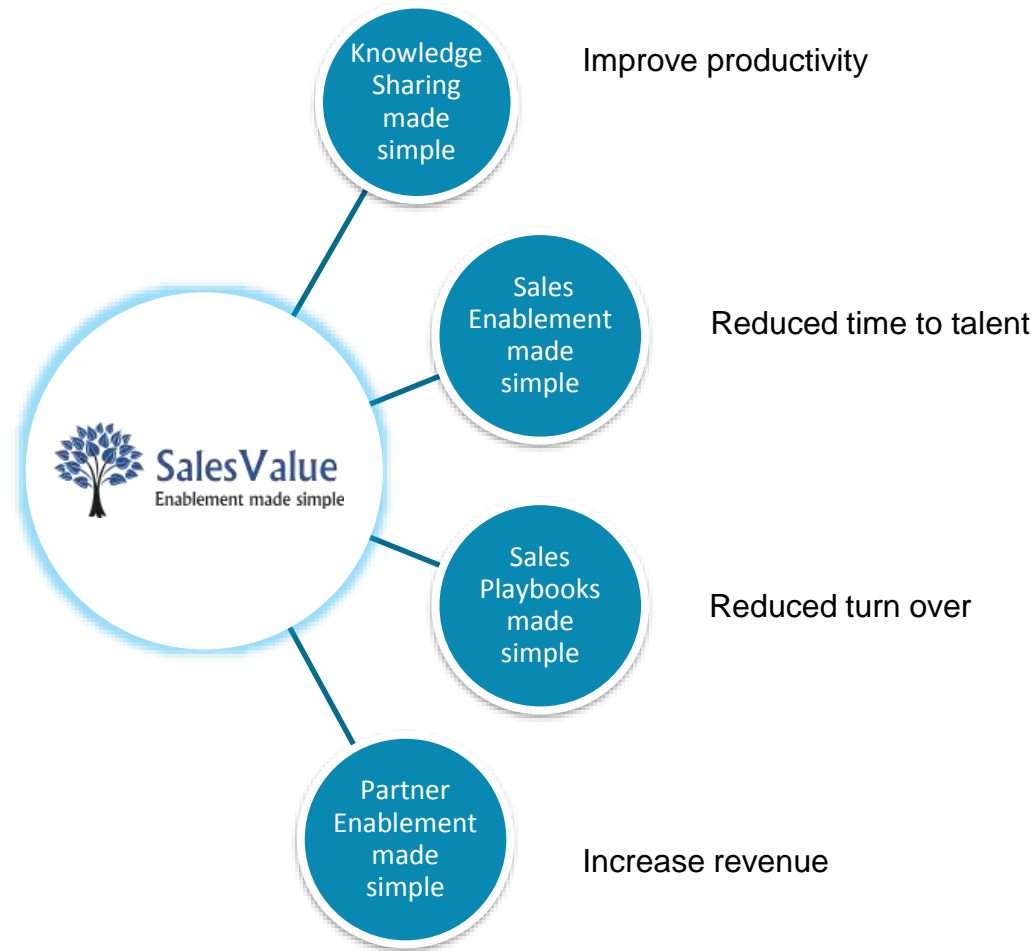Time to Talent is long

Productivity is too low

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Imagine

- Your sales people automatically have all relevant knowledge on directly in their CRM

- No manual upload. No time waisted searching for presentations, brochures, templates, contracts, pricelists, proposals, etc.

- SalesValue delivers this automatically, and is the AI based invisible bridge between your file shares and your CRM system, that improves productivity and win rates.

SalesValue
Enablement made simple

Significantly increase the value of your CRM investment with SalesValue

Knowledge Sharing made simple

Improve productivity

Sales Enablement made simple

Reduced time to talent

Sales Playbooks made simple

Reduced turn over

Partner Enablement made simple

Increase revenue

Your customers and employees will love it

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Enablement made simple

Zylinc LIBERATING

UCCHANGE

Eventually

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How it works

File Shares

SalesValue

CRM System

Metadata

Machine learning and AI

Rating	Tagging
Context	Manage
Measure	Searing
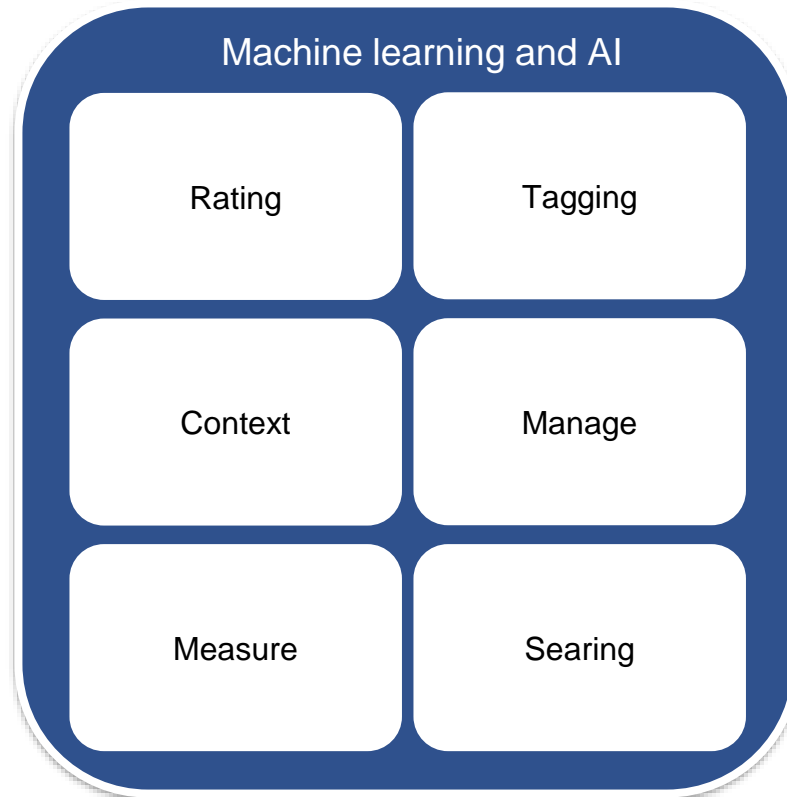
Recommended content in context

Accounts	Opportunities
Products	Events

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Zylinc increases productivity

CRM system and File Shares

- Microsoft Dynamics 365 CRM

- Microsoft SharePoint

Before SalesValue

- Search for knowledge in different file shares

- Limited knowledge sharing

- Manual upload of files to CRM

Value delivered

- Implemented in less than a week

- Saved 3-4 hours per week per employee

SalesValue makes it easy to find the material I need directly in Dynamics CRM. Privously I always had an incomplete picture.
Hans Ulrik Madsen, Director Channel Management

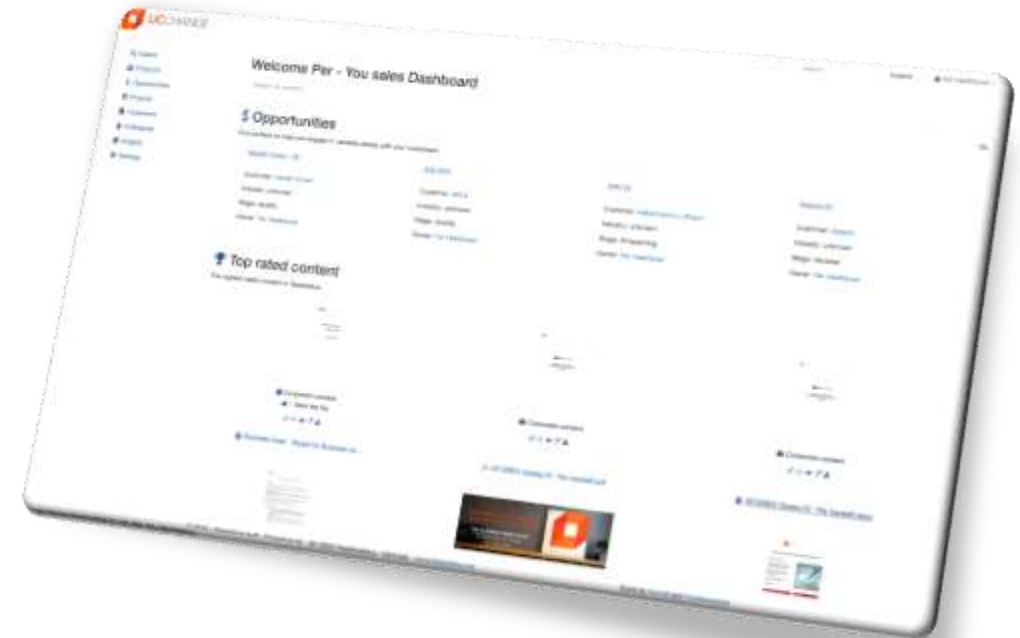# UC Change improves their win rate

CRM system and File Shares

- Insightly
- Microsoft SharePoint

Before SalesValue

- No Sales Playbook
- Partners updated by email

Value delivered

- Implemented in less than a week
- Improved win rates
- Increased revenue by partners with 25%

SalesValue presents relevant supporting tools and salesmaterials from across the organization and folders, relevant to the stage of sale.
You cannot avoid being inspired on how to proceed and increase your relevanse in the eyes of your customer.
Per Hesthaven, CEO

Payback in less 9 months by implementing SalesValue

Saving from Sales Enablement
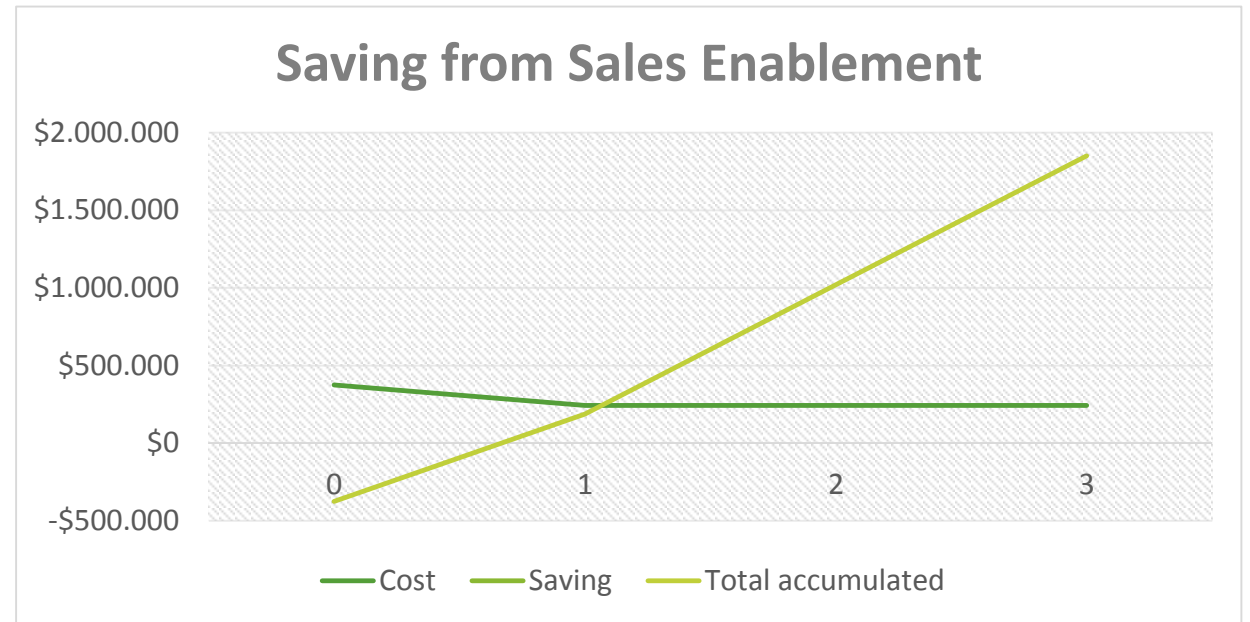
Saving calculations by 100 employees in Sales & Marketing

	Comments	Base line	After	Saving	
Time wasted searching for and creating content	3-4 hours per week per rep	3,5	2,5	$ 625.000	Hubspot article
Turn over in sales and marketing team	Typically 30%	16,5%	12,0%	$ 450.000	CSO 2016 study
Total				**$ 1.075.000**	

Increased revenue

	Comments	Base line	After	Increased revenue	
Months needed by new sales people to become effective	Average of 7 month	7	6	$ 687.500	CSO 2016 study
Quota attainment	50% improvement	95%	99%	$ 1.500.000	CSO 2017 study
					Aberdeen Group, Analysis, 2015
Total				**$ 2.18.7500**	IDC, 2013, Sales Enablement overview

8

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www.SalesValue.net