



BOOSTUP FOR CUSTOMER SUCCESS TEAMS

Improve customer retention and upsell.



BoostUp identifies not only risk but opportunity in your renewals. Measure the totality of customer engagement, prevent churn, and focus on the right accounts to ensure you hit your recurring revenue targets. Say goodbye to increasing churn rate and say hello to better, more informed account management.

Measure the totality of customer engagement.

Put all account interactions, usage, and relationships in one place so your teams can stay on top of all accounts. Measure and track all engagement, including emails, calls, and meetings.

Identify early warning signs of forecast churn.

Receive real-time visibility into the health of your renewals. Get automated and objective health scoring of each account based on stakeholder engagement and product usage.

Forecast and prevent churn with greater accuracy.

Prepare for QBRs more effectively. See all account communications in emails, calls, support tickets, and product usage data in one place have the entire account team operating from a single source of truth.

Receive smart assistance and recommendations.

Get smart assistance for your CSM and account teams with the best next steps, reminders, and assign tasks to ensure everyone is on the same playbook.

ACCOUNT NAME	ACCOUNT OWNER	RISK SCORE	TARGET	OPEN OPPS	OPEN AMOUNT	WON OPPS	RENEWAL DATE	LAST MEETING	LAST TOUCHED
Acme.com	Marius Fleming	68 Medium	\$275,000	2	\$160,000	2	\$115	30 Mar '20	15 days ago
Duffcorp.com	Clara Carr	81 High	\$170,000	4	\$170,000	4	\$110	30 Mar '20	16 days ago
Hooli.com	Eula Jefferson	85 High	\$180,000	3	\$160,000	3	\$104	30 Mar '20	15 days ago
Polycn.com	Leon Floyd	24 Low	\$140,000	3	\$150,000	3	\$90	30 Mar '20	15 days ago
Sterlingcooper.com	Roger Briggs	86 High	\$160,000	5	\$150,000	5	\$82	30 Mar '20	4 days ago
Gekkoandco.com	Irene Schultz	28 Low	\$140,000	4	\$130,000	4	\$78	30 Mar '20	13 days ago
Oicorp.com	Loretta Waters	32 Low	\$140,000	3	\$120,000	3	\$78	30 Mar '20	6 days ago
Wonkaindustries.com	Zachary Sanchez	66 Medium	\$120,000	6	\$125,000	6	\$62,500	30 Mar '20	6 days ago
Bubbagump.com	Marion Padilla	28 Low	\$110,000	4	\$110,000	4	\$55,000	30 Mar '20	4 days ago
Axecapital.com	Lillie Williamson	32 Low	\$100,000	3	\$100,000	3	\$45,000	30 Mar '20	6 days ago
Oceanicairlines.com	Lillie Williamson	32 Low	\$120,000	5	\$120,000	5	\$42,000	30 Mar '20	6 days ago
Wonkaindustries.com	Zachary Sanchez	28 Low	\$120,000	5	\$120,000	5	\$42,000	30 Mar '20	6 days ago

Acme Sales
All: Janice Castro - Amount: \$175,000

Next Meeting: In 4 days | Last Meeting: Michael (Acme) / Janice (Vocalo) on zoom

Last Prospect Engagement: 10 days ago | Engagement Risk Score: 84 | Forecast Risk Score: 75

Stage: 5. Decision | Forecast Category: Commit | Close Date: 20 Aug '20

Create Date: 20 Jan 2020 | % Close: 70 | Type: New Business

Pod: LAH INT | Greater Territory: North America | Trumpet Email: Not available

Source: Not available | Next Steps: Send security details and

PROSPECT ENGAGEMENT
7 days | 14 days | 30 days | 60 days | All Time

- Meetings (7)
- Buying Team Emails (19)
- Selling Team Emails (6)
- Next Steps (3)

OBJECTION CONTENT
I don't believe the gain of changing solutions outweighs any benefits we may see. I appreciate your valuable inputs and we can... [More](#)

PROSPECT
Michael Taylor
VP General Business Sales
10 days ago
4:30pm, 13 Mar 2018

John Thomson
Chief Finance Officer
16 days ago
5:30pm, 14 Mar 2018