



BOOSTUP FOR SALES MANAGEMENT

# Anticipate the road ahead.



BoostUp provides complete visibility and transparency into your pipeline health, pinpoints opportunity risk, and delivers accurate and reliable forecasts. Receive the insights you need to drive a more connected, in-sync, and productive sales team that will drive predictable revenue and give you control over the revenue process. Say goodbye to rose-tinted glasses and say hello to smart deal forensics.

## Understand your pipeline and forecast strength.

Know where your team's opportunities are in the sales funnel. Identify pipeline gaps and align your seller and marketing activity toward generating new pipeline to fill those gaps and sales motions to close current forecast opportunities accurately and on-time.

## Identify trends and sales patterns.

Custom dashboards help you stay on top of your team's pipeline strength. Identify pipeline progression, perform cohort analyses, and identify pipeline trends. Leverage analytics and insights to identify patterns for sales success and replicate it to improve pipeline velocity.

## Spot pipeline risk, early and often.

Leverage "true" engagement data and comprehensive risk scoring to get an accurate, reliable view of your team's pipeline. Identify how much of your pipeline is at risk, where the risk resides, the events behind your pipeline changes.

## Recognize patterns and drive team performance.

Predictive insights in real-time make your team more productive. Every forecast call, pipeline review, 1:1 is instantly more productive and efficient. Added visibility into deal engagement fuels coaching opportunities and drive team performance.

The screenshot displays a dashboard with the following sections:

- Summary Metrics:**
  - Booked (60 deals): \$5.2m
  - Commit (28 deals): \$2.3m
  - Best Case (78 deals): \$6.28m
  - Pipeline (146 deals): \$9.9m
  - Total (206 deals): \$15.7m
- Opportunities Table (146):**

Deal name	Account	User
Acme Sales	Acme Inc.	Janice Caston
Sterling Cooper	Sterling Coper	Gonzalo Garcia
Gekko & Co	Gekko & Co	Janice Caston
Hooli	Hooli Inc.	Gonzalo Garcia
Wonka Industries	Wonka Industries	Janice Caston
Wayne Enterprises	Wayne Enterprises	Gonzalo Garcia
Duff Corp Sales	Duff Corp	Gonzalo Garcia
Bubba Grop	Bubba Gump	Janice Caston
Oscorp	Oscorp	Janice Caston
- Deal Insights (All 10):**
  - No meeting scheduled since last meeting 2 months ago
  - Prospect not engaged after last meeting 2 months ago
  - Prospect not engaged after last meeting 2 months ago
  - 3 contacts touched in the past 14 days
  - 3 contacts touched in the past 14 days
- Deal Details Table:**

Close date	Next step
31st Dec '20	Jason is leading
20th Nov '20	10/13: pilot proc
17th Nov '20	Ben to organize
27th Nov '20	Chris does not
31st Dec '20	10/17 - need to
20th Nov '20	- all manager tr
17th Nov '20	- Security engi
27th Nov '20	Stay in touch w
31st Dec '20	- Zuora - make

## BoostUp Sales Management ROI Study

- 15% productivity gain
- 3-5 hours saved each week
- 10-50 more deals reviewed per week
- 1-5 more deals progressed per quarter
- 1-3 deals saved per quarter
- 1-3 more deals won each quarter

*Benchmark Study: Conducted for sales manager who have 20-50 closed deals per quarter.*