



Revolutionize Your GTM Strategy

Unlocking the Power of RevOps Transformation

Why Should You Revolutionize GTM Strategy and Operations?

Static Territory Planning

Manual, Disconnected Territory Planning

Inequitable and Error-Prone Territory Assignments

Cumbersome and Inflexible Planning Processes

Lack of Single Source of Truth and Real-Time Updates

Disparate Tools for RevOps Processes and Inefficient Workflows



Agile Territory Management

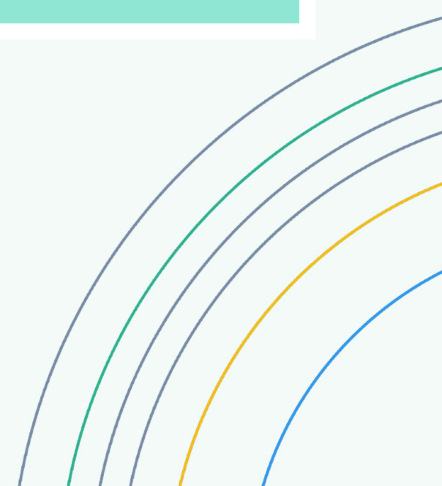
Streamlined, Integrated Territory Planning and Management

Balanced and Automated Territory Assignments

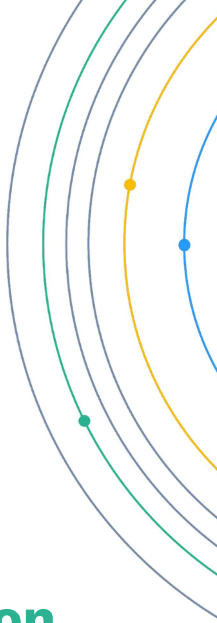
Agile and Data-Driven GTM Strategy

Centralized Platform for Territory Data with Live CRM Integration

Consolidated Tech Stack for Streamlined RevOps Operations



How Do You Revolutionize Your GTM Strategy and Operations?



1. Simplify Planning

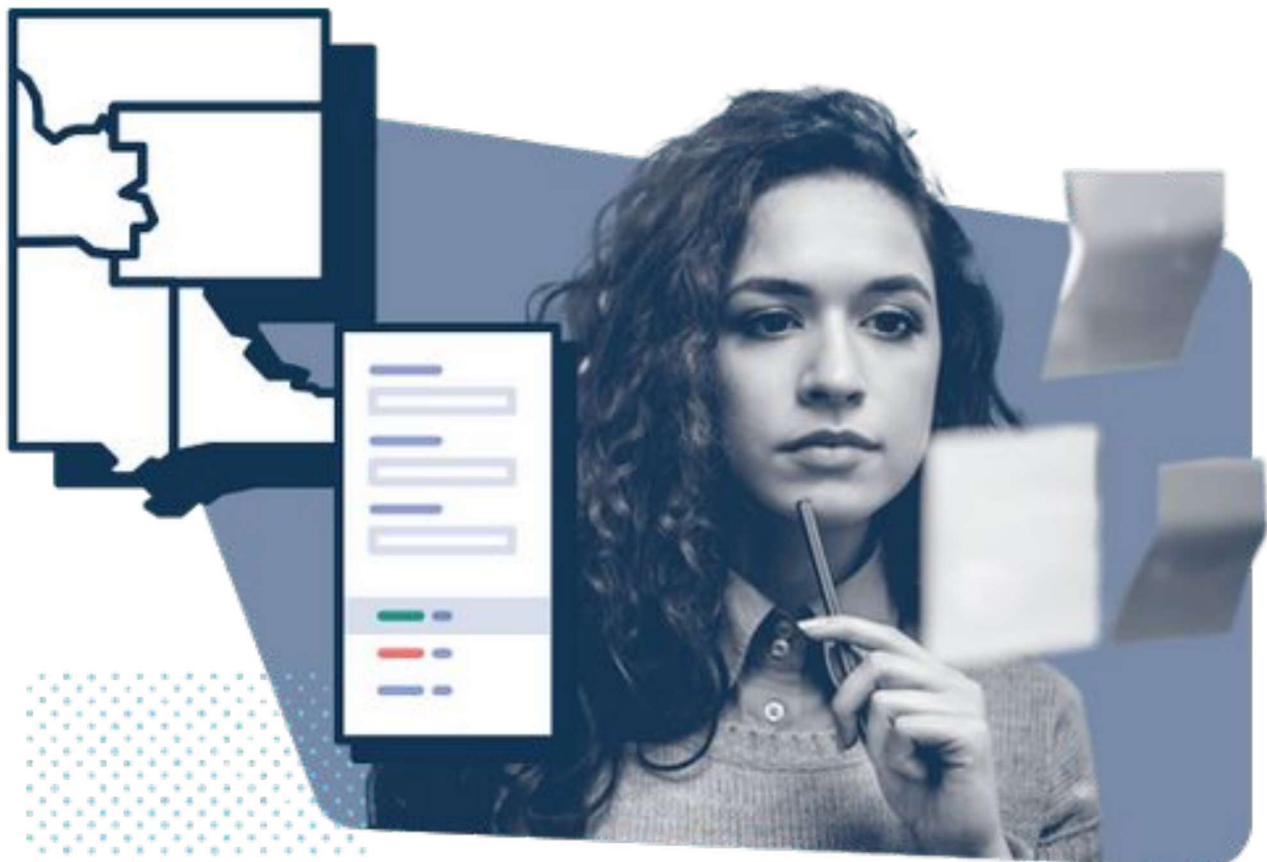
Implement Territory Planning Best Practices

2. Streamline Management

Connect Run-Time Execution to the GTM Plan

3. Deliver on Strategy

Optimize Sales Performance *and* Ops Bandwidth



1. Simplify Planning

Streamline Territory Carving with Rules-Based Approach

- Use live data such as:
 - Geography
 - Company size
 - Industry
- Minimize manual intervention and ensure consistent and fair territory allocations.

Use **SmartPlan** to Intelligently Balance Territories *and* Accommodate Exceptions

- Minimize disruption
- Balance by metrics that matter
- Manage account hierarchies
- Specify named accounts

No More

Manual, Disconnected Territory Management and Planning

- Eliminate tedious, error-prone territory carving and disconnected spreadsheet planning.
- Connect departments and organizations for improved collaboration and alignment.

Inequitable and Error-Prone Territory Assignments

- Say goodbye to inequitable and error-prone territory assignments.
- Achieve fair and accurate territory allocations for optimized sales performance.

Cumbersome and Inflexible Planning Processes

- Break free from once-a-year planning cycles and embrace continuous planning.
- Replace traditional, rigid planning methods with an agile approach, enabling quick adjustments and real-time decision-making.

2. Streamline Management

Connect Run-Time Execution and Sales Quotas Directly to the GTM Plan

- Account Routing
- Lead Routing
- Holdouts
- Targets and Quotas

Automate the On-Going Enforcement of Your Rules of Engagement

- Re-Run your rules on the accounts you choose automatically every time new data is imported.
 - Firmographic Rules: Company Size, Industry, ect.
 - Balance by Metrics
 - Minimize Disruption
 - Manage Account Hierarchies

No More

Disparate Tools for RevOps Processes and Inefficient Workflows

- Say goodbye to using multiple tools for different RevOps processes, leading to inefficiencies and disconnected workflows.
- Consolidate your tech stack, streamlining RevOps operations and enabling seamless workflows for improved efficiency.

Cumbersome and Inflexible Planning Processes

- Minimize downtime caused by lengthy planning processes, allowing organizations to focus on execution.
- Reduce the burden on operations managers by automating planning and execution tasks and workflows.

3. Deliver on Strategy

Optimize Your Coverage Models

- Roles
- Teams
- Ramp
- Top-Down and Bottom-Up Targets

Track Performance and Adapt with Agility

- Compare KPI Plan to Actuals
 - Monitor the metrics important to Your Organization
- Enable Managers to Update Territories
 - Make timely adjustments based on performance insights and changing business needs.

No More

Lack of Single Source of Truth and Real-Time Updates

- Eliminate conflicting versions of data and provide a unified source of truth for RevOps information.
- Deliver real-time updates to avoid relying on inaccurate "guestimates" and inflated quotas.

Manual, Disconnected Territory Management and Planning

- Streamline territory management and planning processes, reducing the risk of surprises and blind spots for Revenue Leaders
- Centralize reporting in a unified platform, offering Revenue Leaders a comprehensive view of quota distribution and eliminating the need for fragmented reporting.
- Spend less time planning and more time executing, driving productivity and revenue growth.

Revolutionize Your GTM Strategy

Static Territory Planning

Manual, Disconnected Territory Carving and Planning

Inefficient and error-prone process of manually planning in spreadsheets

Inequitable Territory Assignments

Arbitrary territory assignments result in unfair distribution of accounts, missed sales opportunities, and potential customer dissatisfaction

Cumbersome and Inflexible Planning Processes

Planning processes limit adaptability, hinder timely adjustments, and cause inefficiencies in go-to-market planning

Lack of Single Source of Truth and Real-Time Updates

Fragmented data, inconsistent information across teams, and delays in decision-making

Disparate Tools for RevOps Processes and Inefficient Workflows

Disconnected workflows, redundant tasks, and increased complexity in managing operations

Agile Territory Management

Streamlined Territory Planning and Management

Leverage automation and integrated tools to improve efficiency and accuracy

Balanced and Automated Territory Assignments

Ensure fair and optimized territory and quota allocations for improved sales performance

Agile and Data-Driven GTM Strategy

Allow for quick adjustments to be made on an ongoing basis, leveraging real-time insights to respond to market conditions

Centralized Platform for Territory Data with Live CRM Integration -

get a single source of truth and enable accurate and timely decision-making

Consolidated Tech Stack for Streamlined RevOps Operations -

streamline RevOps operations, improve workflows, and promote collaboration, resulting in increased efficiency and productivity



[Schedule a
Risk-free Demo](#)