

Presales Solution Landscape



Presales Oversight & Management

- Team Management
- Onboarding, Enabling & Scaling Presales
- Playbook & Best Practice Definition/Implementation
- Presales Activity & Utilization Insight
- Pipeline Visibility & Performance Analysis
- Presales Master Data Management



Presales Opportunity Execution

- Presales Opportunity Data Capture & Management
- Structured Presales Methodology Guidance
- Task Management & Prioritization
- Evaluation Management
- Product Gap Identification, Analysis, & Communication
- Internal & External Collaboration



Demo Automation

- Enabling PLG: Focus on Buyer Enablement
- Scaling the Team
- Reducing Unqualified Demos
- Eliminating Demo Infrastructure Challenges
- Consistent Delivery
- Reducing Build Times
- Organic Stakeholder Discovery



Response & Knowledge Management

- Sales Intelligence Creation, Curation & Dissemination
- End-to-end Product Messaging Consistency
- RfIs Automation
- Presales Document Curation & Generation
- Project Management
- Multi-discipline Collaboration & Coordination



Presentation & Data Solutions

- Demoing Non-Visual Solutions
- Simplifying Disjointed Multi-Persona Demo Execution
- Streamlining Multi-Solution Presentations
- In-Meeting Collaboration & Effectiveness
- Eliminating Unrealistic & Scale Demo Data

Presales Sandbox Services Guide Solutions Presentation

McKenzie Day



Presales Sandbox Services Guide Solutions Presentation:

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