

# MobileForce SalesVelocity

## Sales Force Mobility Solution

Sales Velocity is an AI-driven sales productivity app powered by the MobileForce Cloud Platform. By intelligently surfacing relevant data, documents, actions, and workflows from the enterprise apps you use every day, Sales Velocity improves sales intelligence and efficiency, helping you close more deals faster. Our data correlation and workflow automation engine simplify meeting prep, optimize customer engagement, and execute follow-up tasks flawlessly.

Sales Velocity is available now in the iOS, Android, and Windows app stores and works out-of-the-box on your smartphone, tablet, and laptop.

We've built read/write smart connectors to the most commonly used enterprise software to create a single unified, context-aware user experience that intelligently displays the right data from all your apps in one place, automates CRM updates, and executes your sales tasks.

Sales Velocity increases productivity by eliminating unnecessary time spent on 'swivel chairing' between apps, executing manual workflows, and painful navigation through irrelevant data. Intelligent automation delivers all the appropriate information you need to act on the opportunity at hand.

Before meetings, Sales Velocity makes prep simple by automatically surfacing relevant CRM data, emails, shared documents, LinkedIn profiles, and news in a fully integrated single-pane-of-glass interface.

During meetings, Sales Velocity give you seamless access to relevant presentations, recent collateral, and product demos so you can be prepared and act decisively.

Sales Velocity also handles your post-meeting follow-up tasks, automating CRM updates, follow-up emails and LinkedIn requests, activity logging, creating reminders, and alerting you to nearby customer contacts.

Sales Velocity's actionable, real-time analytics help you discover and implement best practices, realize greater return on your CRM investment, optimize the productivity of your sales resources, and onboard new hires faster.

## Key Benefits

### Sales Reps

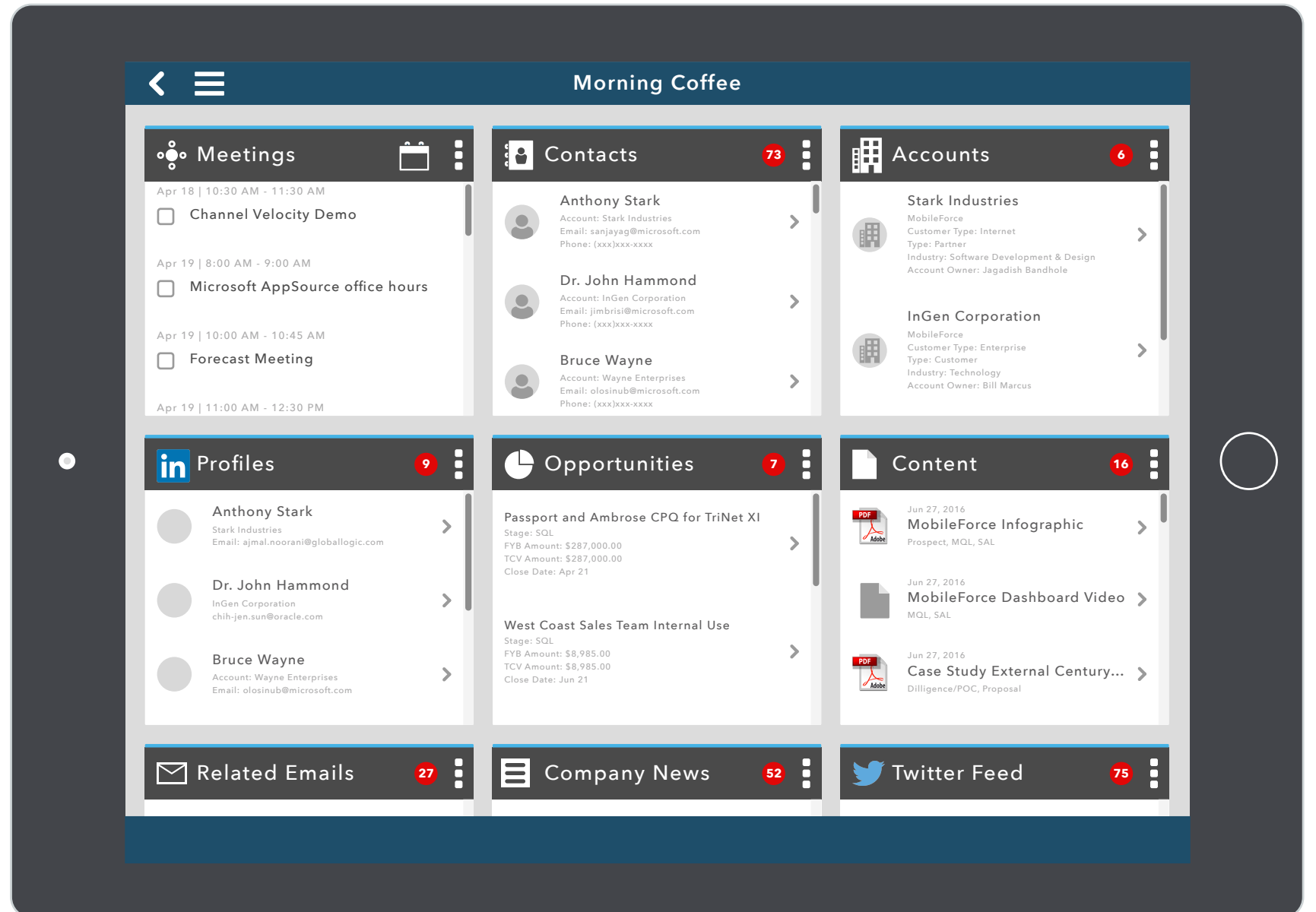
- Increase close rates
  - Automate meeting prep and CRM updates
- Ace every customer interaction
  - Utilize contextual content, sales tools, and customer intelligence
- Accelerate sales cycles
  - Execute lightning fast follow-ups with dynamic playbooks

### Sales Organizations

- Discover and implement best practices through actionable real-time analytics
- Get the most from your CRM investment through automation
- Optimize the productivity of your sales resources and onboard new hires faster

## SalesVelocity: Powered by MobileForce Velocity360 Cloud Platform

SalesVelocity is powered by the extensible Velocity360 Cloud Platform that enables enterprise customers to further extend the built-in SalesVelocity “Single-Pane-of-Glass” experience with additional panes of relevant data from other mission-critical legacy or homegrown backend applications to further enrich the value for users. The SalesVelocity solution helps busy sales teams eliminate friction, manual workflows, long search & navigation times, and the noise of irrelevant data from their real-time business processes to accelerate sales cycles and increase close rates.



## SalesVelocity Productivity Modules



### SalesIQ

Optimize meeting-prep with automated intelligent information surfacing based on your upcoming meetings



### CRMDrive

Easy access and quick updates increase CRM adoption, and automated sales tasks and workflows keep your CRM up-to-date



### SalesBot

Voice-first intelligent digital assistant instantly finds the info you need and performs CRM actions on your behalf



### Customers NearMe

SalesVelocity integrates with your device's location capabilities to help you plan, route, and schedule customer visits with ease



### MyBriefcase

Create custom sales kits for customers and market segments, see relevant sales assets, and automate ABM tasks



### ContentConnect

Access content from any cloud-based storage app (Google Drive, OneDrive, SharePoint Online, Box, Dropbox, and more)

## SalesVelocity Technical Specifications

- Fully brand-customizable native mobile app (iOS, Android, Windows Universal)
- “Single-Pane-of-Glass” integrated access to CRM, ERP, calendar, email, content, videos, and other enterprise apps
- Offline access to relevant sales records (read/write), marketing collateral, and training videos
- Automated workflows to update CRM, share sales content, and track consumption
- Intelligent “MorningCoffee” dashboard surfaces only relevant information and tasks for today
- Enterprise-ready: Deployable in your own app store with full support for MDM/MAM, SSO, SAML2, OAuth2, ADFS
- Push notifications automatically notify reps of customer content consumption, quote opens, and sales promotions
- Mobile device integrations like GPS, maps, camera, video, and contacts
- Real-time tracking and buyer-journey analytics of all sales cycle activities, promoting best practices