

AKOONU PIPELINE REVIEWS

PIPELINE INTELLIGENCE AND MANAGEMENT IN SALESFORCE

THE CHALLENGE

Managing the sales pipeline is full of **pains** and **frustrations**: poor visibility, inefficient updates and reviews, inconsistent processes and too little insights.

THE SOLUTION

Akoonu changes the game. Sales teams immediately know what changed, have everything in one place to manage their pipeline and deals, and get powerful real-time and historical insights.

THE VALUE

- ✓ Higher win rates and confidence in forecasts
- ✓ Efficiencies across the sales organization
- ✓ Improved Salesforce adoption and data quality

KEY USE CASES

PIPELINE INSIGHTS

- ✓ Exec and Board Reporting
- ✓ Analyze Pipeline Trends
- ✓ Identify Pipeline Risks

PIPELINE INSPECTION

- ✓ Weekly Pipeline Reviews
- ✓ Manager 1:1 Meetings
- ✓ Sales Process Compliance

DEAL MANAGEMENT

- ✓ Deal Updates and Next Steps
- ✓ Deal Reviews and Coaching
- ✓ Everything in one place, in Salesforce

OPPORTUNITY	ARR AMOUNT	CLOSE DATE	SALES STAGE	FORECAST CATEG...	SALES PROCESS
United Oil & Gas, Singapore Project	\$39,868.60	Apr 16, 2023	Proposal/Price Qu...	Best Case	
United Oil & Gas, Singapore - 188 days open - U.S. Dollar					
United Oil & Gas, Singapore 2021	\$12,121.30	Jun 6, 2023	Prospecting	Pipeline	
United Oil & Gas, Singapore - 28 days open - U.S. Dollar					
Grand Hotels & Resorts Ltd New Business	\$36,159.79	Apr 2, 2023	Closed Lost	Omitted	

100% Native in Salesforce



BUILT FOR B2B SALES TEAMS

SALESFORCE EDITIONS

- ✓ Professional
- ✓ Enterprise
- ✓ Unlimited

BUYER PERSONAS

- ✓ Sales Operations
- ✓ Sales Excellence
- ✓ Sales Management
- ✓ Finance / Operations

COMPANY SIZES

- ✓ SMB
- ✓ Commercial
- ✓ Enterprise

INDUSTRIES INCLUDE

- ✓ High Tech
- ✓ Manufacturing
- ✓ Financial Services
- ✓ Healthcare



Salesforce ISV Partner since 2017

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