

Revy Sales Application Suite

CRM Made Easy, Sales Made Better

Faced with the realities of slow growth and fierce competition, semiconductor and component manufacturers need to up the game of their sales teams. Sales organizations need to become better solution sellers, capture every possible socket, win more designs, improve visibility into the channel and spend more time selling and less time on administrative tasks.

The semiconductor and components business operates globally with multi-tiered relationships with ODM's, manufacturing reps, distributors, contract manufacturers and of course a multi-tiered hierarchy of end-customers. As opportunities move through the sales stages they often transfer around the globe. These aspects of the business make global and collaborative account management critical. They also tend to pollute the design funnel with incomplete and sometimes duplicate information which makes it impossible for sales leadership to get a timely and reliable view of their direct and channel business in one system.

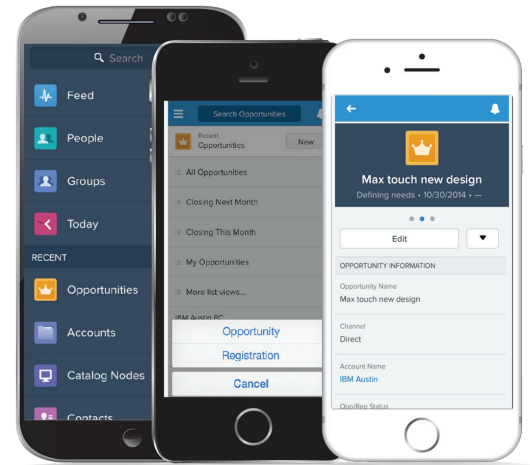
For semiconductor and component manufacturers, current CRM solutions in the marketplace cannot support their business model which often leads to slow user adoption. Instead of managing customer relationships and automating sales force processes, it often increases the amount of data entry needed, generate duplication in the opportunity funnel, renders reports useless and increases customization and implementation costs.

The Right Sales Tool

Revy Sales Application Suite changes all of that. Model N and Salesforce.com have partnered to deliver a vertical sales solution built specifically for semiconductor and component manufacturers. The solution is provided exclusively by Model N, built on the *same cloud* to deliver *better results*.

Introducing Revvy Sales

Revy Sales allows semiconductor and electronic component manufacturers to strategically manage their entire direct opportunities pipeline and channel design registrations with out of the box functionality. It is an end-to-end sales solution that helps organizations increase design wins, improve sales efficiency and increase channel business visibility by allowing the entire sales channel ecosystem to effectively collaborate and accelerate closing business.



The Revvy Sales Promise

More Design Wins	Less Customization
More Sales Productivity	Less Cost
More Channel Visibility	Less Time to Value

Empower Your Sales Force

Revvu Sales is seamlessly integrated with Model N's Revenue Management Suite. Together, it helps companies improve global price management, enables sales people to manage quotes directly from within the same user interface accelerating deal cycles and provides tools to better manage volume compliance and channel assets. Model N is truly everything your sales force need in one place.

Key Components

Global Account Management — Align sales with sales management to manage target growth and design funnel

Extended Account View — Increase sales rep productivity with complete revenue and POS data, account plans and customer road map alignment, all in one place

Opportunity Management — Manage all steps of the design stages, identify similar opportunities across regions and channels, create links to reference designs

Solution Selling — Systematically provide sales with real time guidance on capturing more sockets to drive up sell opportunities

Collaboration — Consolidate chatter feeds and documents to empower sales people so they can focus on selling and differentiate in the sales cycle

Global Transfer Business — Automate work-flows to manage transfer business, linking demand opportunities and fulfillment opportunities around the globe

Registrations — Create and track design registrations or mass upload via RosettaNet. Work-flow driven notification for review and approval of registrations

Funnel Reports — Generate timely, accurate and reliable funnel reports by consolidating direct and channel funnels

Mobile — Progress deals with the real time account information anywhere, anytime, on any device

Lead and Sample Management — Streamline lead qualification into opportunities and easily manage sample requests

Email and calendaring — Work with your favorite desktop tools; sync with Microsoft Outlook or Gmail seamlessly

AppExchange — Select from thousands of sales apps, social enterprise tools, and expert services in the world's leading cloud computing application marketplace

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