

MEETING SET

GENERAL DESCRIPTION:

WHAT TO GET:

SALES COLLATERAL TO GIVE:

CRM & INTERNAL TOUCHPOINTS:

DISCOVERY CALL

GENERAL DESCRIPTION:

WHAT TO GET:

SALES COLLATERAL TO GIVE:

CRM & INTERNAL TOUCHPOINTS:

DEMO COMPLETE

GENERAL DESCRIPTION:

WHAT TO GET:

SALES COLLATERAL TO GIVE:

CRM & INTERNAL TOUCHPOINTS:

PROPOSAL SUBMITTED

GENERAL DESCRIPTION:

WHAT TO GET:

SALES COLLATERAL TO GIVE:

CRM & INTERNAL TOUCHPOINTS:

PROPOSAL NEGOTIATED

GENERAL DESCRIPTION:

WHAT TO GET:

SALES COLLATERAL TO GIVE:

CRM & INTERNAL TOUCHPOINTS:

SOW SUBMITTED

GENERAL DESCRIPTION:

WHAT TO GET:

SALES COLLATERAL TO GIVE:

CRM & INTERNAL TOUCHPOINTS:

REDLINES RECEIVED

GENERAL DESCRIPTION:

WHAT TO GET:

SALES COLLATERAL TO GIVE:

CRM & INTERNAL TOUCHPOINTS:

CLOSED WON

GENERAL DESCRIPTION:

WHAT TO GET:

SALES COLLATERAL TO GIVE:

CRM & INTERNAL TOUCHPOINTS: