

Make More Money with CallidusCloud Lead to Money

CallidusCloud gives sales teams the tools they need to sell more faster. With our Lead to Money solutions integrated seamlessly with Salesforce®, sales reps get to leads in their territories faster, access instant training and coaching, engage buyers with recommended content, generate quotes that encourage cross-selling and upselling for maximum deal size, and estimate incentives in real time.



**SAVED \$1.5M IN
TRAINING COSTS
IN 90 DAYS USING
LITMOS**

Learn better and make a difference

Give your teams access to training and learning modules from within Salesforce — no jumping from one system to another. Litmos combines learning management and prepackaged content in an engaging platform to meet any organization's internal or external training needs.



**INCREASED THE
COMPLETION OF
SALES TRAINING
BY 56% USING
BADGEVILLE**

Motivate your team to better performance

Deploy gamification and leverage digital motivation within Salesforce to encourage sales reps take action more quickly, maintain accurate records to improve forecasting, and collaborate with team members to win.

**OPTIMIZED
TERRITORIES
INCREASE SALES
UP TO 7% WITH
TERRITORY
& QUOTA**

Establish an effective sales strategy to maximize coverage

Deploy your sales reps to the right regions and ensure they are focusing their efforts on the right accounts. Proper segmentation based on historical Salesforce data and where marketing campaign dollars are being spent aligns sales and marketing and maximizes your revenue potential.

verizon

**EARNED \$8M
OF EXTRA
PROFIT USING
COMMISSIONS**

Drive the right sales behaviors with incentives

Focus your reps on the next deal by paying error-free incentives and delivering statements through Salesforce in both Classic and Lightning mode. Your reps can estimate their commissions in each opportunity, encouraging them to maximize deal sizes and close deals faster. Model, forecast and deliver compensation plans knowing with certainty sales rep behaviors are aligned to corporate goals.

Learn how you can make more money, faster with CallidusCloud.

4140 Dublin Blvd, Suite 400 Dublin, CA 94568 / www.calliduscloud.com / 1 866 812 5244

This document is provided for information purposes only, and the contents hereof are subject to change without notice.
© 2017 Callidus Software Inc. All rights reserved.



Make More Money with CallidusCloud Lead to Money

CallidusCloud gives sales teams the tools they need to sell more faster. With our Lead to Money solutions integrated seamlessly with Salesforce®, sales reps get to leads in their territories faster, access instant training and coaching, engage buyers with recommended content, generate quotes that encourage cross-selling and upselling for maximum deal size, and estimate incentives in real time.



INCREASED
REVENUE 17%
BY COACHING
THEIR REPS
USING SALES
PERFORMANCE
MANAGER

Transform your B players into A players

Provide a single dashboard in Salesforce for sales managers to quickly prepare, record and track coaching sessions. Assign reps tangible objectives and action items that lead to increased deal sizes and higher win rates.



ELIMINATED 93%
OF UNUSED AND
INEFFECTIVE
SALES CONTENT
USING SALES
ENABLEMENT

Enable sales with the right content to win every time

Move leads down the pipe by ensuring your reps are automatically provided the right content to drive value for their customers. Engage buyers with recommended content based on their role, industry and opportunity stage, moving sales cycles forward quickly.

REDUCE TIME
SPENT PREPARING
AND REVIEWING
CONTRACTS
BY 80% WITH
CONTRACT
LIFECYCLE
MANAGEMENT

Speed up your contract negotiations to close deals faster

Simplify the creation and negotiation of new contracts by pulling in key product, pricing, partner and account information from Salesforce. Manage existing contracts' key milestone dates, renewal alerts, and compliance to protect the bottom line. Improve time-to-revenue while maintaining legal compliance with a single contract repository.



CONNECTED
WITH 25% MORE
CUSTOMERS
USING
CLICKTOOLS

Transform feedback into action in Salesforce

Powering enterprise feedback for hundreds of companies worldwide, Clicktools enables organizations to improve customer and employee engagement, satisfaction, and experience by acting on feedback integrated with other customer data in Salesforce.

Learn how you can make more money, faster with CallidusCloud.

4140 Dublin Blvd, Suite 400 Dublin, CA 94568 / www.calliduscloud.com / 1 866 812 5244

This document is provided for information purposes only, and the contents hereof are subject to change without notice.
© 2017 Callidus Software Inc. All rights reserved.

