

GamePlan Strategic Account Mapping

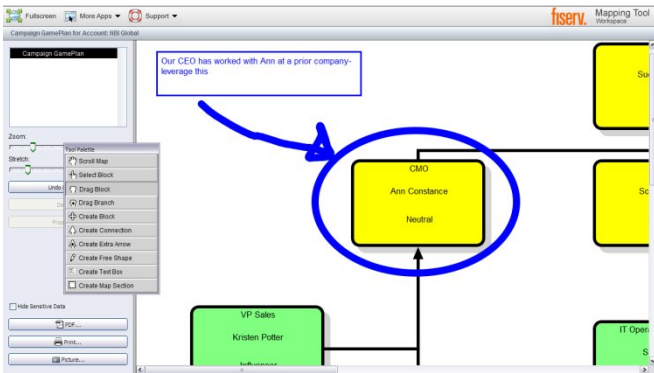
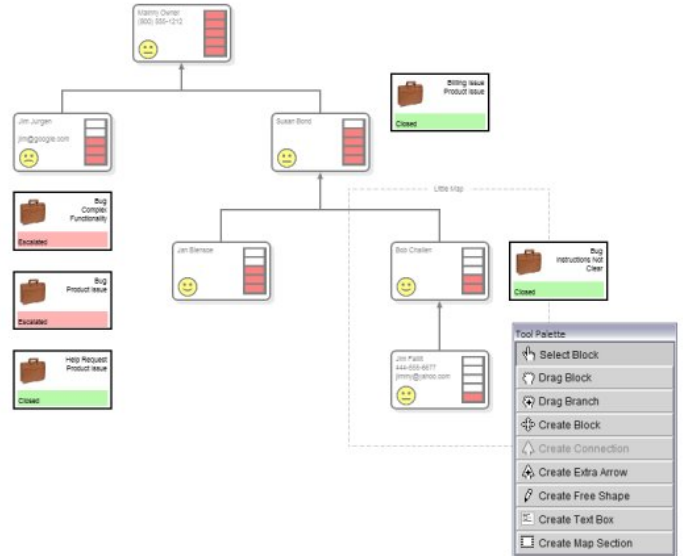
Visualize your sales campaigns with GamePlan, a Native Salesforce application that enables the rapid creation of live relationship maps with data driven shapes and interactive connection graphs.

Diagrams driven by Salesforce

Using a single floating palette, Salesforce users can quickly diagram their strategic sales campaigns.

Drag & Drop data driven “blocks” that encapsulate dynamic Salesforce data to rapidly build visual sales maps. Apply rules to highlight data and add graphic cues with the included clip art library. Draw connections to define multi-level relationship graphs in live diagrams. Existing connection graphs are automatically mapped, such as organization and account hierarchy.

Collaborate on live maps natively inside Salesforce and create PDF views of entire maps or defined sections to share static maps externally.



Layered views provide context

GamePlan supports layers that can be toggled on or off to view related maps together. For example you can create a case map on the backdrop of an opportunity map to get a 360 degree view of all the contributing factors of the campaign.

Included in layered views is a freehand annotation tool to add color commentary and save with the map in Salesforce.

Configurator supports any process

The administrative module dynamically links blocks with any Salesforce entity (including custom objects), allowing sales operations teams to easily configure unique sales methodologies in GamePlan. Field types, such as pick lists and radio buttons are automatically inherited in the graphic display. Add additional intelligence to Blocks with dynamic display rules and data driven hover tips.

As a Native product GamePlan inherits the Salesforce methodology, adding Visual CRM to Account and Opportunity management.

