

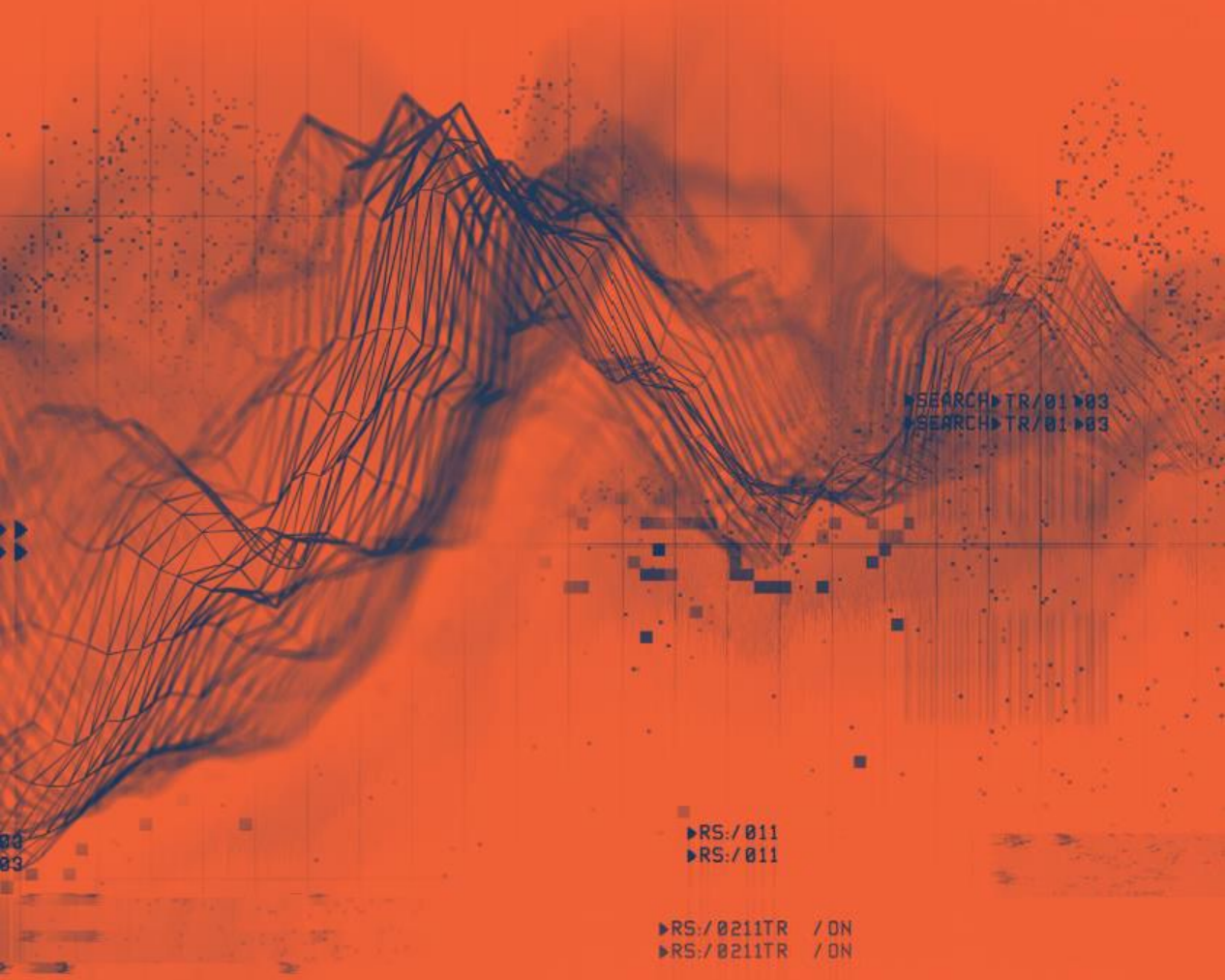
# PRICE QUOTES THAT ACHIEVED FASTER WIN RATES

(during covid-19)



# ANALYSIS

## SOFTWARE INDUSTRY PERFORMANCE DATA MARCH-MAY 2020



# COMPARISON

## COMPARING PRICE QUOTES: PDF/WORD FORMAT VS. OUR DEALROOM



vs.



# REVENUE

## AVG. TIME-TO-WIN

(in days)



22

**X 3.2 FASTER**



70



23

**X 3.5 FASTER**



81



20

**X 6.2 FASTER**



125



# EFFICIENCY

## AVG. TIME PLAYBOOK

(in minutes)



75

**X 5.7 FASTER**



429



87

**X 5.9 FASTER**



519



57

**X 7.8 FASTER**



447

# IMPACT

**REDUCED SALES-CYCLE  
DURATION, REDUCED  
SALES ADMIN.**

Manual Quoting



PDF/Word Output



DealRoom



**MAKING YOUR SALES AND  
EXEC TEAMS HAPPY.**

**YOUR #1 SOURCE FOR ALL  
THINGS SALES OPERATIONS**

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Amplification  
Insights**