



ScoreIt! is a Salesforce-native application for qualifying sales opportunities.

When deployed alongside its companion application, SalesPath+, within Salesforce's industry-leading CRM, a comprehensive sales productivity solution for B2B Enterprise sales teams is created.

The benefits of combining SalesPath+ and Score IT! with Salesforce's Sales Cloud are: increased win rates, more accurate sales forecasts, increased revenue, more efficient sales, and lower discount rates.

While SalesPath+ allows sales organizations to deploy real-time sales processes across its enterprise sales teams, Score IT! standardizes the qualification process and identifies holes in an opportunity's sales strategy.

ScoreIt! Features

Discovery Score

The Discovery Score module is a questionnaire that sales management wants every seller to ask every prospect to determine an opportunity's fit to the company's qualification criteria. Score IT! allows sales management to deploy their own qualification questions or to deploy templates for MEDDIC, MEDDPIC, or BANT that come included as standard options.

Relative Buying Criteria Score

The Relative Buying Criteria Score module allows a seller to calculate a score that measures the relative fit of one's product offering to the prospect's buying criteria when compared to the relative fit of all competitors' products being considered for the sales opportunity.

Relative Power Relationship Score

The Relative Power Relationship Score module allows a seller to calculate a score that measures the relative strength of one's relationships with all the members of a buying team when compared to the strength of the relationships a competitor enjoys with a buying team.

Enhanced Forecasting and Reporting

Together, the three modules of Score IT! present a comprehensive view of a Sellers' probability of winning each opportunity, providing insights on one's competitive strengths and weaknesses, and suggesting next steps to implement the opportunity's SalesPath or sales plan.

The combination of Score IT! and SalesPath+ creates a rich data set that allows Sales Management, Revenue Operations, and Product Marketing to continuously improve sales best practices and sales processes, identify new product requirements, and better position one's products against the competition.

Availability

Score IT! is available now as part of SalesPath+. SalesPath+ is available on the Salesforce AppExchange.



For more information about ScoreIt! or to request a demonstration go to www.AdvancedSales.ai or email us at Sales@AdvancedSales.ai