



# ROOSTER



– AKA Jakes Mantle –



# Agenda



**Sales Excellence**



**Solution Focus**



**Flight Plan**

# Sales Excellence



Additional drive to increase growth in the shortest possible time, plus aligning the global teams and processes  
(Marketing, Presales, Sales, Services, Account Management)



# WIN AS A TEAM

Vision - A global flight plan to consolidate and improve presales methodology and approach. Taking it to the next Level



# Solution Focus





# Preparation

- **Team**
  - Sales (Internal / Partner)
  - Presales (Internal / Partner)
- **Prospect**
  - SYSPRO Vertical
  - Industry research
  - Prospect research
- **Industry**
  - Playbooks
  - Battlecards
- **Discovery**
  - Team Alignment – Who will do what
  - Agenda
  - Be organized in your approach (9 Block Model)
- **Product**
  - Map out features to potential solutions
  - Gaps – ISV's
  - Work with the Services teams



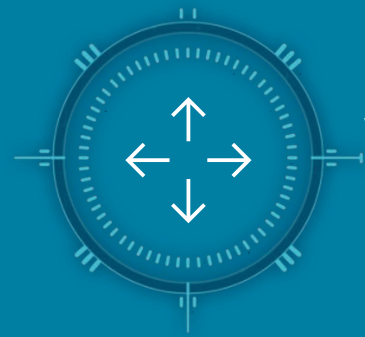
# Delivery

## ■ Demonstration

- Prepare
  - Team Alignment – Who will do what
  - Keep it simple
  - Dry Run (as many as possible)
- On the day
  - Team Alignment – Who will do what
  - Get in early
  - Stay out of Rabbit holes
  - Use a parking lot

## ■ Implementation

- Focus on critical
- Work with Sales / Presales
- Phased approach
- Reference customer



# Value to the Customer

- **Industry Specialist Vendor**
  - 360 Degree view of business
  - Improved Customer Service
  - Increased productivity
  - Simplified processes
- **Vision**
  - Cost if the solution is not implemented
  - Expected return on Investment
  - Solution confidence
- **Solution Partner – Its not just about the Software**



# Flight Plan



## Upskilling

- Product 22 / 23 Release
  - Team Mentoring
  - Group LearnIt Sessions
  - Solution Sharing
- Process (MTO, MTS, Etc)
  - Team Mentoring
  - Product Management Process Leaders
  - Solution Sharing

## Monthly Regional Presales updates

- Open Forum
- Updates, Tips and Tricks

## DEMO Vertical

- 22: Food and Bev
- Q1: Electronic (NEW)
- Q2: IME
- Q4: Fabricated Metals

# Flight Plan

AI / Rules Engine sessions with the Innovation team

## Quarterly Global Presales Team – Session

- New trend
- Verticals
- Battle cards
- Process Updates
- Demo tips and Tricks
- Process Improvement SOP

## Partner – Enablement

- Onboarding – building a how is it done training guide.
- Quarterly Webinar
  - Product Snippets
  - Presales Tips and Tricks

## DEMO VM – Deployment

## Quarterly – Sales Newsletter Reporting

ACTIVE

ACTIVE



TAKE IT TO THE

# NEXT LEVEL



 **SYSPRO™**