How Visionary Sales Organizations are Adopting Mobile to Empower Their Business.
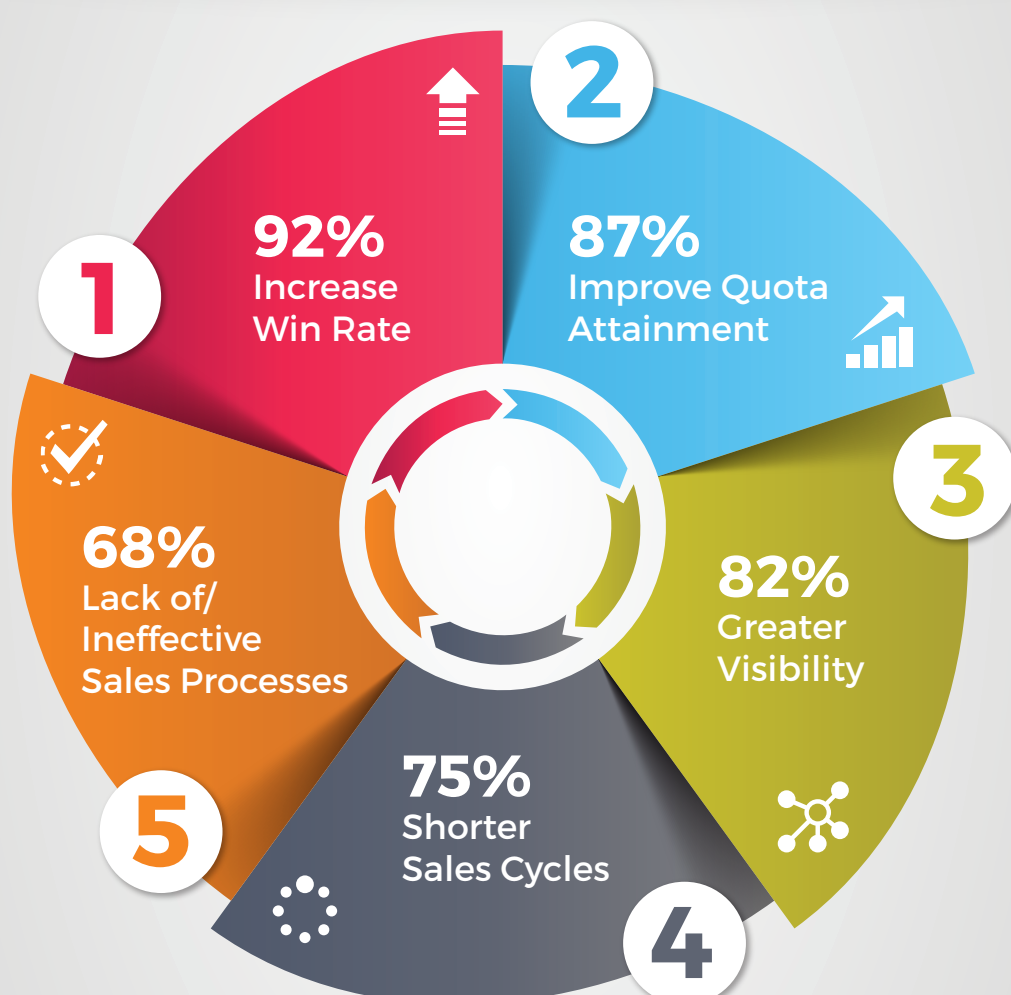
What are Sales Leaders' Priorities (% of those polled)*
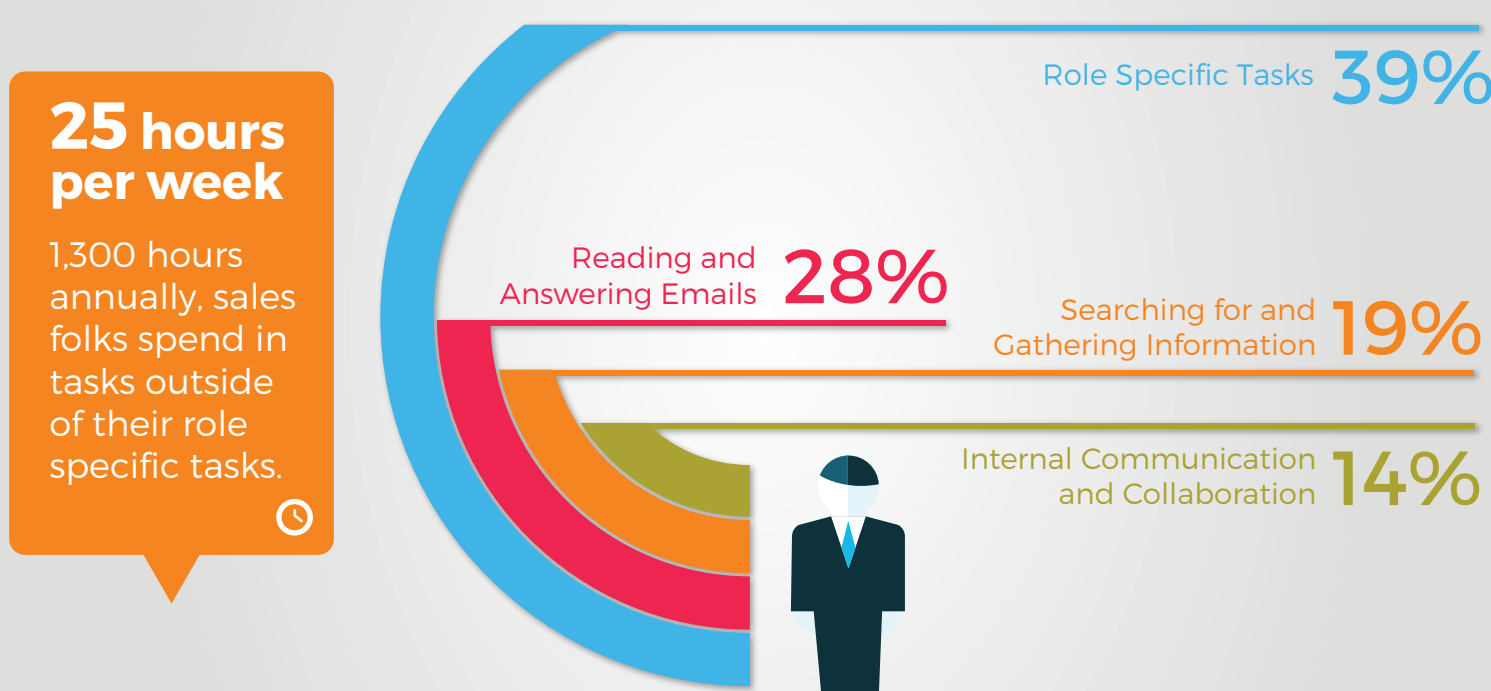
1 — **92%** Increase Win Rate

2 — **87%** Improve Quota Attainment

3 — **82%** Greater Visibility

4 — **75%** Shorter Sales Cycles

5 — **68%** Lack of/ Ineffective Sales Processes

Mobility is Becoming a Strategic Imperative...

80%
Percent of devices employee owned**

67%

However only **30%** have policies to ensure use of tablets by Sales Force. ***

49% provide mobile access to critical sales and customer information

How do Sales People Spend Their Time? ****

25 hours per week
1,300 hours annually, sales folks spend in tasks outside of their role specific tasks.

Role Specific Tasks **39%**

Reading and Answering Emails **28%**

Searching for and Gathering Information **19%**

Internal Communication and Collaboration **14%**

Visionary companies are quickly adopting mobile applications to take advantage of mobile's ability to increase sales, automate processes and engage customers.

These Apps Enable:

mobileforce software

We Solve Sales Leaders' Toughest Challenges

Using content magmagement systems (CMS) and/or digital asset management (DAM) systems to upload and organize content.

Configure/Price/Quote more efficiently than sales reps are able to today using the company intranet.

Sent in-app push notifications to sales reps.

Integrate with CRM systems to automate tasks.

Enable your sales team with the content, applications, and information they need to deliver results. Anytime. Anywhere.

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