

# The problem with CRM today

Companies make huge commitments to CRM platforms for their business - in capital, time and effort. Yet over 75% of CRM implementations fail. 80% of deals have no activity. These numbers haven't changed in 20 years.

Why? Because sales people simply don't adopt CRM because it has no value for them. It's simply a reporting tool that replaces excel reports.

We know sales people don't have time to be typing data into CRM all day - they want to be talking to customers and winning business.

Sales refuse to use CRM, and management can't get the data they need to make the best data-driven business decisions.

## **Sales Canvas Overview**

Sales Canvas is designed around how your sales people work. We combine four major pillars together into our app which just "makes sense" to sales people.

### **#1: Automate Data Capture**

Automate data entry with no-click integration with email and calendar. Accounts and contacts are automatically generated by an algorithm you train with our swipeable "keep or kill" interface.

### **#3: Blazingly Fast**

Your sales team doesn't have time to wait for screens to load and your management team can't wait hours for reports to run. Time is money and no one should have to wait for software.

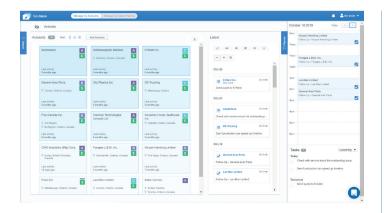
# **#2: Incredibly Easy to Use**

Sales people get up and running with little to no training. Rather than figure out data models and objects, sales people can focus on what matters: beating their quota and building relationships.

### **#4: Powerful Sales Assistant Al**

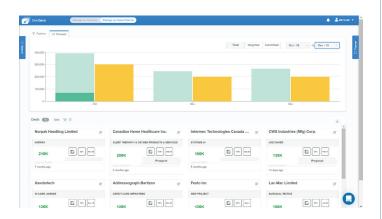
Sales people can trust that no account will fall through the cracks again with our Sales Assistant Al. Personalize the Al to your business with simple sliders by industry, ranking, and more.

# **Key Capabilities**



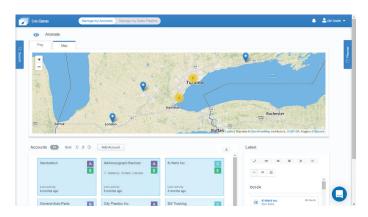
#### All in one screen

Never get lost again in our simple single screen interface. Search, filter, calendar, accounts and even a feed of the latest activity, all in one place.



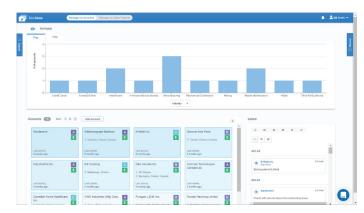
### **Manage your Sales Forecast**

Easily visualize sales performance against target, including won deals this month, open deals, and target. Click on a month to see deals closing, and easily edit the deals right there without opening a new screen. Forecasting done right.



### **Plan a Trip**

From the dashboard, simply slide out the map and see all of your accounts. Add them to a hit list and make sure you make the most out of every trip.



### **Interactive Reporting**

Reports are expanded from the main dashboard and are immediate and interactive. Filter by what you need and see your accounts by rank, industry, and more.

## **About Sales Canvas**

Sales Canvas was founded on the idea that sales people need technology to be efficient and effective, but the current tools are not built to help them. Our team has decades of experience in CRM and Sales Canvas is the realization of a dream: CRM can be great for sales people too.

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