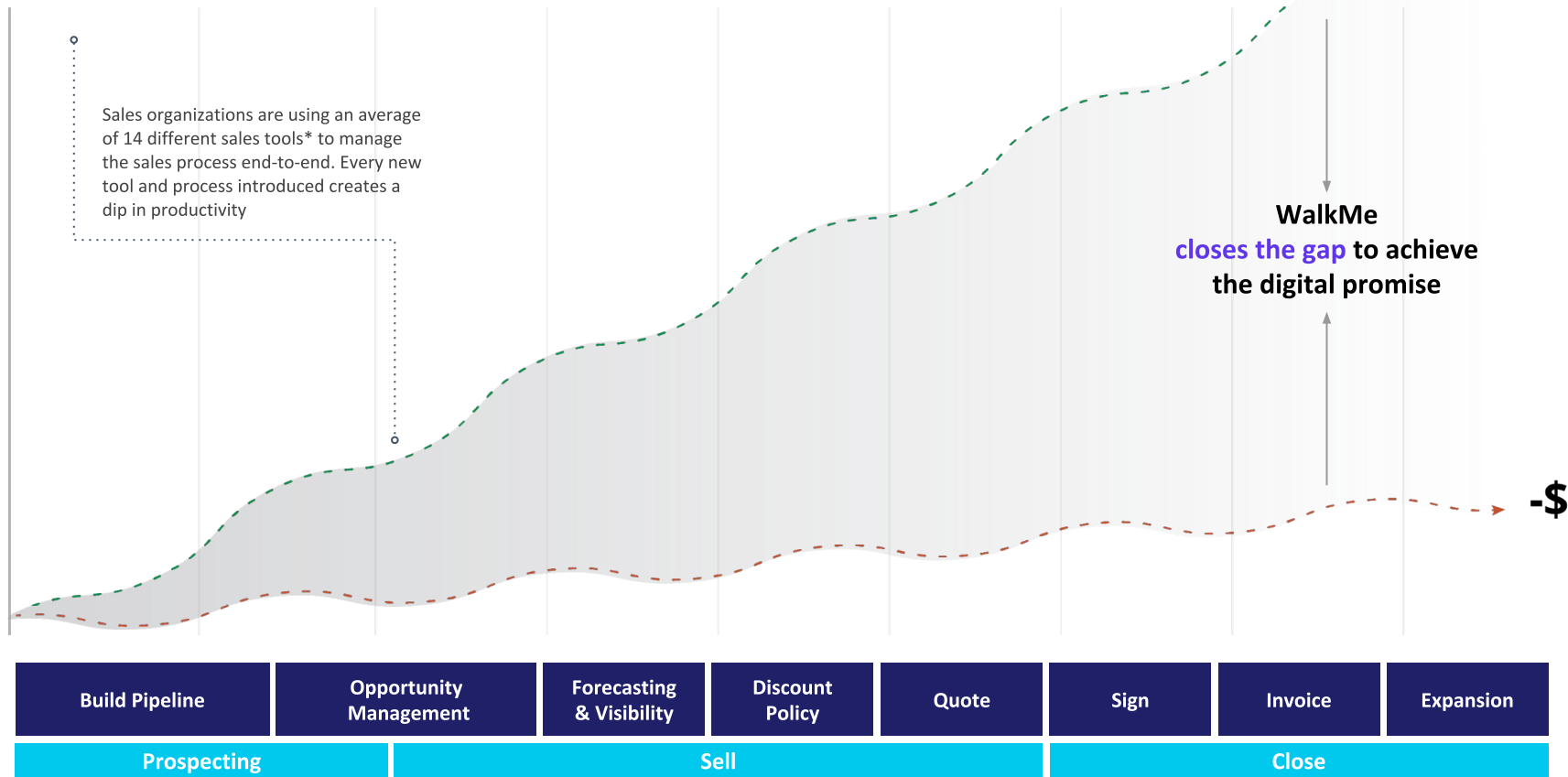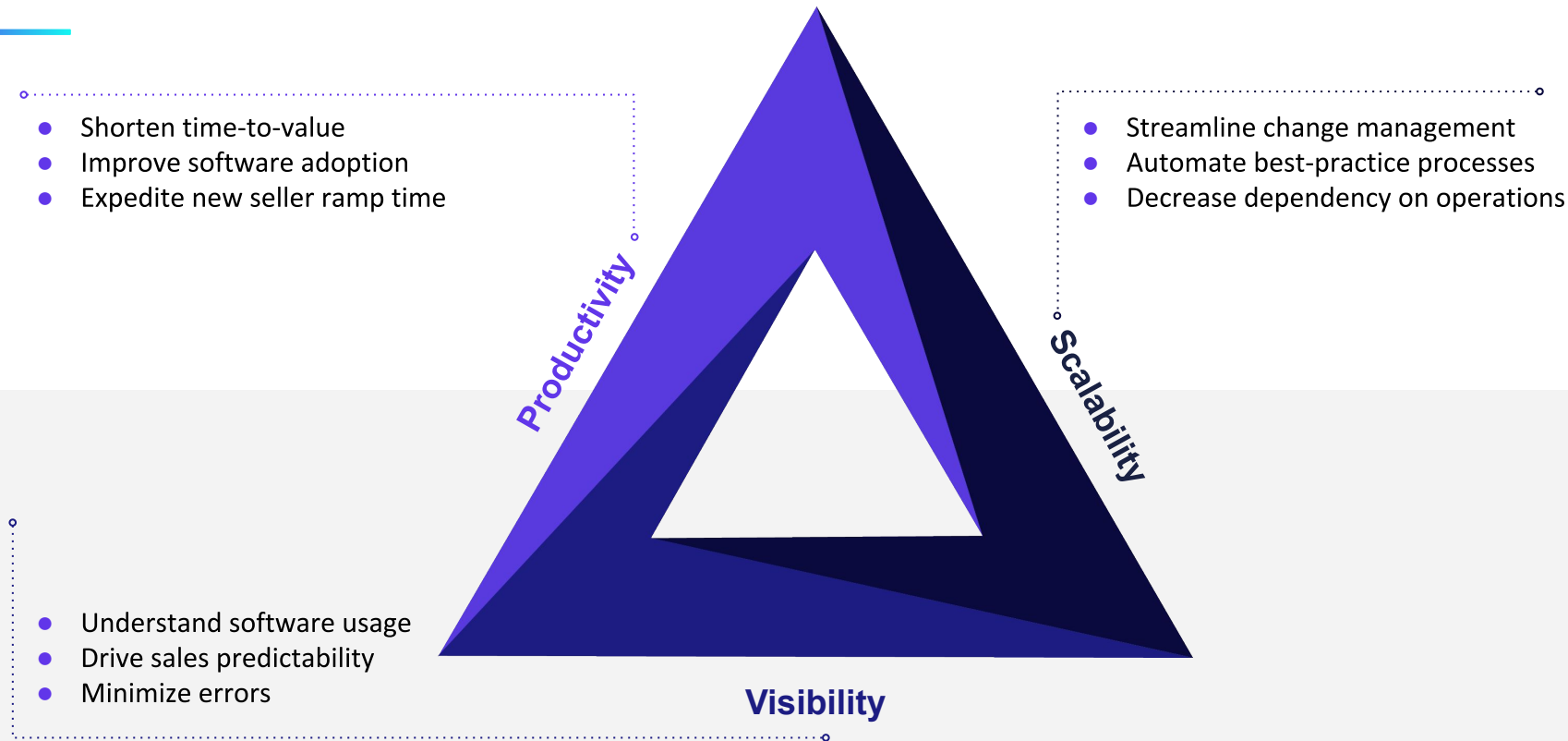# Digital Adoption
for Microsoft Applications

The Digital Sales Experience

Streamline the Process from Lead → Opp → Quote → Cash
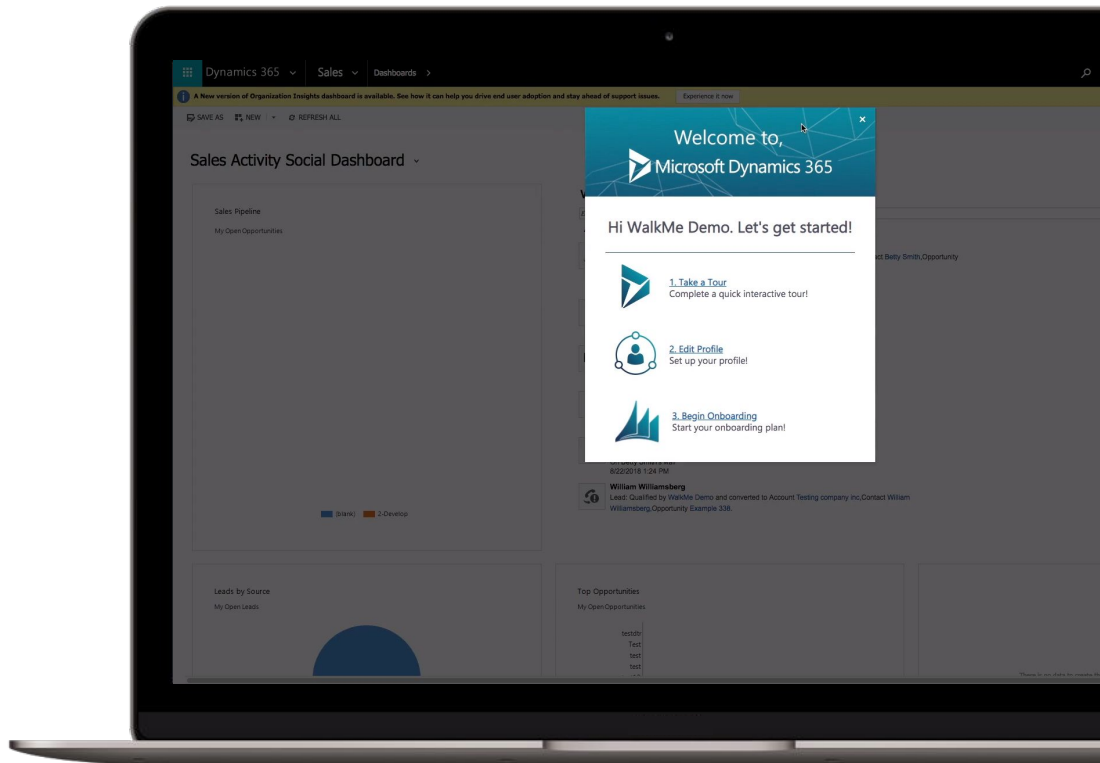
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Sales organizations are using an average of 14 different sales tools* to manage the sales process end-to-end. Every new tool and process introduced creates a dip in productivity

WalkMe
closes the gap to achieve the digital promise

-$

Build Pipeline	Opportunity Management	Forecasting & Visibility	Discount Policy	Quote	Sign	Invoice	Expansion

Prospecting	Sell	Close

WalkMe Brings Value Across the Sales Experience

Productivity
- Shorten time-to-value
- Improve software adoption
- Expedite new seller ramp time

Scalability
- Streamline change management
- Automate best-practice processes
- Decrease dependency on operations

Visibility
- Understand software usage
- Drive sales predictability
- Minimize errors

WalkMe's Approach to Adoption

Transparent Overlay

- No changes to underlying software

- No integrations

- Can be used cross-application

- No technical resources required

WalkMe's Layered Approach to Adoption

GUIDANCE ①
Contextually drive action with Walk-Thrus, visual cues and strategically placed content

ENGAGEMENT ②
Personalize experiences with proactive or "just-in-time" help using contextual rules

AUTOMATION ③
Improve adoption and productivity by eliminating empty clicks and tedious tasks

INSIGHTS ④
Collect and analyze usage data to identify obstacles and opportunities to engage

Digital Adoption Center ⑤
Make strategic, data-driven decisions and take action

WalkMe **pioneered** the Digital Adoption Platform

London
Berlin
Paris
San Francisco
New York City
Raleigh
Tel Aviv
Singapore
Tokyo
Sydney

- 2000+ customers in >35 countries

- 750 employees in 10 locations

- All major industries

- 3 Acquisitions: Mobile, Analytics, and AI

- >$217M raised

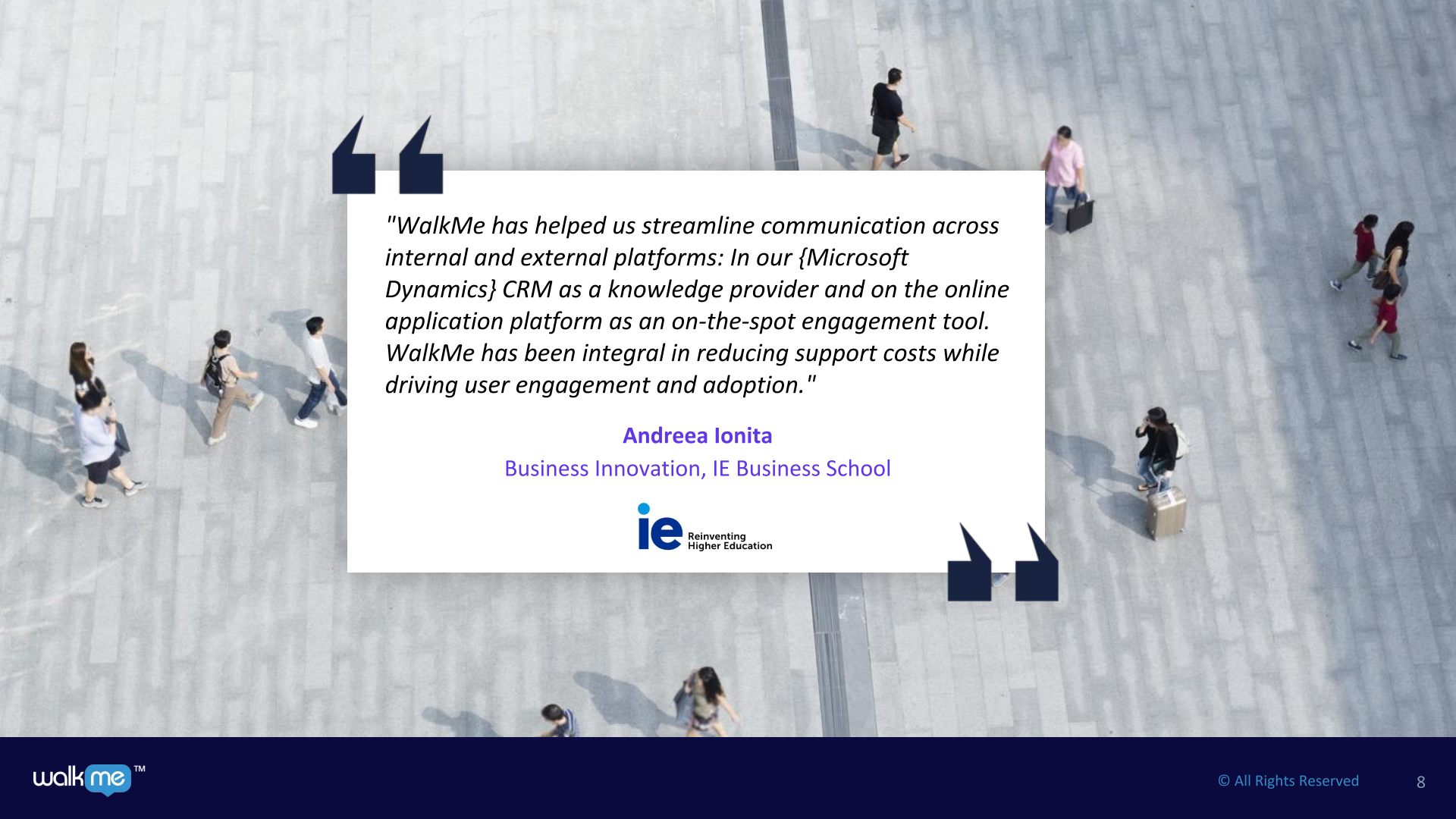- 30% of Fortune 500

- 58% of Fortune 100

- 70% of Fortune 10

Enterprise-grade Security

- International Organization for Standardization Certification for Information Security (ISO 27001:2013)

- SOC-II and SOC-III audits

- STAR Certification from the Cloud Security Alliance (CSA)

- Skyhigh CloudTrustTM rating of Enterprise-ReadyTM

- GDPR Compliant

"WalkMe has helped us streamline communication across internal and external platforms: In our {Microsoft Dynamics} CRM as a knowledge provider and on the online application platform as an on-the-spot engagement tool. WalkMe has been integral in reducing support costs while driving user engagement and adoption."

Andreea Ionita
Business Innovation, IE Business School