WELCOME TO AI POWERED SALESDEV

"Managers Are Struggling with the Dev Burden"

"Sales reps forget 70% of the information they learn within a week of training, 87% will forget it within a month"

Melissa Hilbert, Senior Director Analyst, Gartner

"62% of sellers say their manager can't help them develop the skills they need for their role today"

"Only 34% of sellers report their manager helps them with the skills they need for the future"

with SalesDev Cloud Managers can...

develop the skills sellers need for their role today and the future

Connect their teams to the right experts on-the-job at the right time

Enable sellers to take charge of their own development

Stop pretending to know about everything

Stop wasting time in trainings that don't stick

Its Here SalesDev cloud

SalesDev Cloud Delivers...

**Sorry
for the wait**

leading Sales Skills Database for creating Excellence Profiles

Best Sales Feedback tool based on Excellence Profiles with unique scales for manager coaching

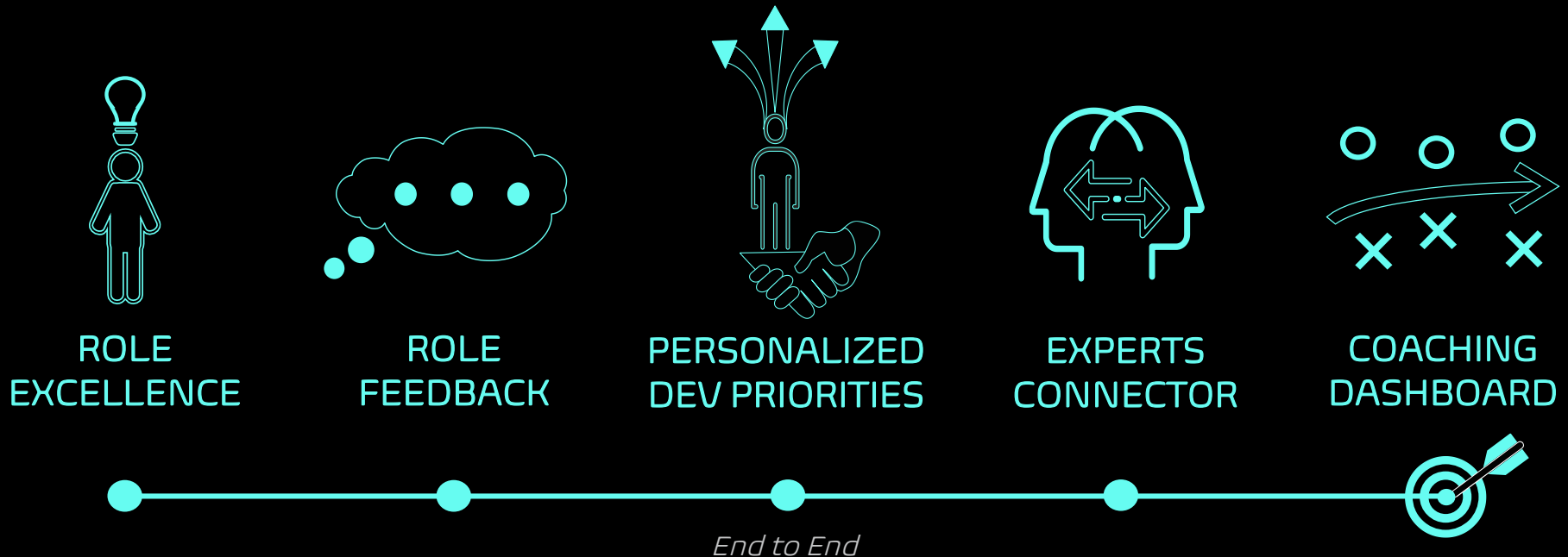Personalized Development Priorities connected with experts for on-the-job dev

Tracking and management of sales dev priorities

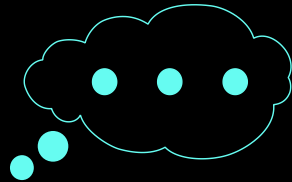Manager coaching dashboard with links to CRM for dev impact reporting

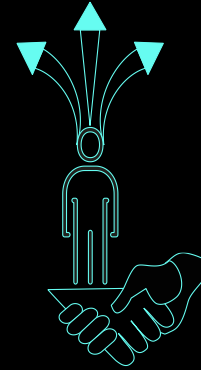# p9

The first
role based, on-the-job
SalesDev cloud

ROLE
EXCELLENCE

ROLE
FEEDBACK

PERSONALIZED
DEV PRIORITIES

EXPERTS
CONNECTOR

COACHING
DASHBOARD

End to End

How AI Powers Our SalesDev Model

ROLE EXCELLENCE

ROLE FEEDBACK

PERSONALIZED DEV PRIORITIES

EXPERTS CONNECTOR

COACHING DASHBOARD

MODEL STEPS

Role Excellence profiles identify the skills and actions taken by top performers in role

Feedback based on role excellence aligns managers and sellers on skill mastery and next skills to grow

Feedback results create personalized skill development priorities

Development Priorities connect with resources and experts for on-the-job, right time skilling

People data platform delivers for mangers a dashboard to track and manage team dev progress

HOW AI POWERS EACH STEP

AI identifies the top sales skills that companies are hiring for and blackbelt sellers adopt from sources like LinkedIn

AI learns about the gap between the skills that companies are hiring for, adopted by top performers and everyone else

AI recommends personalized development priorities and serves up a list of resources that can have the biggest impact

AI identifies experts who have mastered the skills that are top development priorities for other team members and connects them together

AI identifies what's next skill investments and builds a business case for making those investments

Battle-tested with the Worlds Largest Tech Sales Organization

DOW ZALL

The Coaches Coach...

Dowzall is the person Sales leaders ask to build their Sales Dev programs and the coaching skills of their Sales Managers.

After an illustrious career in Sales at Microsoft Dowzall was inspired to build the Industry's first end to end Sales Dev cloud. Pipe9 was born and the P9 Sales Dev cloud has since been battle tested by Sales Managers across Microsoft and its partners.

Today Dowzall is focused on delivering a version of p9 for Microsoft Teams and using the power of AI to springboard Sales Dev Tech onto the top priority list of Sales Leaders all over the world.

What is p9 Pro?

p9 Pro is a premier level version of the Sales Dev cloud for Sales Leaders that desire Dowzall to transform their Sales Dev programs, build Role Excellence Profiles and coach Sales Leaders and Managers to adopt the Sales Coaching Model.

dowzall
@pipe9
.com

We Build the Sales Tools that enable Buyers to Buy

"**Buyers** who perceived the information received from suppliers to be helpful in advancing their buying journey were **3x** more likely to buy a bigger deal"

Brent Adamson, Distinguished VP, Advisory, Gartner

"**B**uyers spend only 17% of their time meeting with potential suppliers"

"The single biggest challenge of selling today is not selling, it is actually customers' struggle to buy."

Tools that make it more likely buyers will buy with Bigger Deals

SALES PLAYBOOKS

CHALLENGER PITCHES

EBOOKS & WEB SITES

BUYING JOB GUIDES

MATURITY ASSESSMENTS

PROFITABILITY & ROI CALCULATORS

Sales Tools

Buyer Enablement Tools

Our Tools get the Jobs Done!

Gartner research identified six B2B buying "jobs" that customers must complete to their satisfaction in order to successfully finalize a purchase

Choose Your Perfect Pricing Plan

ROLE EXCELLENCE | ROLE FEEDBACK | PERSONALIZED DEV PRIORITIES | EXPERTS CONNECTOR | COACHING DASHBOARD | SALES TOOLS

Sales Dev Cloud Packages

p9
$29.99
Per user/month

Annual price per sales rep starting at $324
Volume pricing for as little as $2.99 per sales rep

dowzall @pipe9 .com

+

p9 Pro
$49.99
Per user/month

Annual price $540
Volume pricing for as little as $4.99 per sales rep

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+

p9 Pro Plus
$69.99
Per user/month

Annual price $756
Volume pricing for as little as $6.99 per sales rep

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example volume pricing

Per user, per month		p9 Pro
1	10	$49.99
11	20	$39.99
21	100	$24.99
101	1,000	$14.99
1,001+		$4.99

Our Work

SalesDev at Microsoft

A New Role Excellence based Development & Coaching Model

Role Excellence → Feedback → Development Priorities → Readiness Roadmap → Coaching & Progress Tracking

Built and Educated Managers and ICs on REPs

Delivered a mechanism for Manger & IC Feedback based on Rolex (GDPR compliant)

Role Excellence Profile PDM

p9 Coaching Rhythm

"Helped me to schedule feedback sessions for an hr, every three weeks"

p9 GDPR Dashboard

p9 Feedback

p9 Development Priorities

p9 Tasks

p9 Shared Resources

"Information easy to interpret, Helped me frame the coaching discussion"

"Set me up to make the Coaching discussions much more productive"

"Helped me focus from the Dev priorities list on what's most important"

"Gives me the ability to upload own assets, track tasks and build expert maps"

Microsoft

SkyKick Partner Success Program

"SkyKick's Cloud Success Program including the self-assessment and cloud playbook and calculator were the perfect gifts we received at this years Inspire! They summarize what we can do, as Microsoft partners to make our O365 business profitable."
Amel Zghal, Executive General Manager, SPG

"After completing our OPTI self-assessment, we received positive affirmation of our areas of excellence and recommendation on where we needed extra focus to grow."
Akos Zsufa, Partner, ESW IT Business Solutions

SkyKick Partner Assessment

The idea was to give SkyKick partners a business accelerator tool that enabled them to evaluate where they are towards realizing the Office 365 business opportunity. The Office 365 Partner Transformation Index (OPTI) was born. As a result of completing the on-line assessment partners were given reference points to compare their business footprint against the best O365 partners on the planet.

enlyft Buyer Enabled Website

The idea was to give buyers a personalized engagement experience. When buyers come to enlyft.com they are asked to determine who they are, "I'm in Sales", "I'm in Marketing" or "I'm a Data Scientist". Based on who they are buyers' then journey through a tailored website experience. Pains, Challenges, Solutions content is tailored to who they are. Assessment, calculators, e-books are also tailored to the needs of each persona.

enlyft Sales Toolkit

Sales Challenger Pitch

Sales Playbook

ROI Calculator

Microsoft Case Study

The idea was to create an online Sales Playbook to build SDRs knowledge of the AI market, teach them about customer challenges and coach them to reframe the way buyers think about the value of enlyft through a Sales Challenger choreographed presentation, with speaker dialogue backed-up with testimonials and a calculator to prove the business case.

enlyft Inspire conf. Keynote

"The idea was to align with the Buyer enabled look and feel of the enlyft website, to speak to the business challenges of selling to 78m SMB accounts and how enlyfts machine learning model uniquely predicts highest potential accounts based on propensity and buyer intent. enlyfts pipeline resulting from the Inspire conference is soaring!"

The Story is Just Beginning

p9