

OPPORTUNITY MANAGER®

A turnkey solution for integrating Force Management methodologies into Salesforce

FREQUENTLY ASKED QUESTIONS

Does the Opportunity Manager work in both Salesforce Classic and Salesforce Lightning?

The user experience and design is ideal for customers leveraging SFDC Lightning, however the Opportunity Manager, along with all of it's components, will still function within a SFDC Classic setup.

How does your interface work with custom fields and legacy data?

Because we deploy the Opportunity Manager as a Managed Package, you won't have any issues with redundant field names, even if you've already done some level of integration to support a Force Management engagement.

If necessary, as part of the implementation, we'll help you map your current data over to the Opportunity Manager. This is a relatively straightforward process and will ensure that your sellers maintain access to information and data they've already entered into Salesforce.

Does the Opportunity Manager work for interested parties who are not Force Management customers?

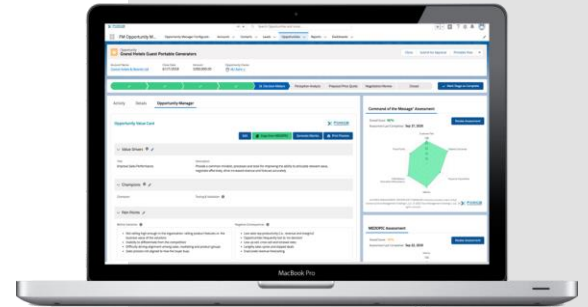
Unfortunately, not yet. The Opportunity Manager is currently targeted to current and past Force Management customers.

Is the Opportunity Manager available to long-standing Force Management customers?

As mentioned above, yes, current and long-standing Force Management customers can implement the Opportunity Manager to support their engagements.

We already use the Command Center. How does this integration work in conjunction with the services we access in Command Center?

We spent time in our development process to ensure that the Command Center will work hand-in-hand with the Opportunity Manager. By connecting these two platforms, you can ensure that sellers have access to relevant learning content while they're applying the key concepts to live deals.



ABOUT THE INTEGRATION

The Opportunity Manager Salesforce integration supports both the Command of the Message and MEDDIC (+variants) methodologies. It's built to support sales leaders in further driving the success of their Force Management engagements.

INTEGRATION FEATURES



Integration that Powers Adoption



Consistency Across Your Organization



Support Your Desired Outcomes



Set a Focus on Effective Execution

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