



# **TopOPPS** **Automated CRM Data Capture**

## **Introducing *Rep Assist* by TopOPPS**

The cornerstone of an accurate sales forecast is a crystal clean sales pipeline. A key to a crystal clean sales pipeline requires comprehensive data on most buyer/seller interactions with each opportunity.

**TopOPPS' Sales Rep Assist improves CRM data by an average of 400%. This data is used by TopOPPS AI pattern recognition to identify winning sales processes and guide sales winning behaviors.**

TopOPPS' Rep Assistant includes integration to both Outlook and Gmail for both email and calendar interactions. The data collection is a by-product of their daily activities

## **Rep Assist works where the Sales Rep works**



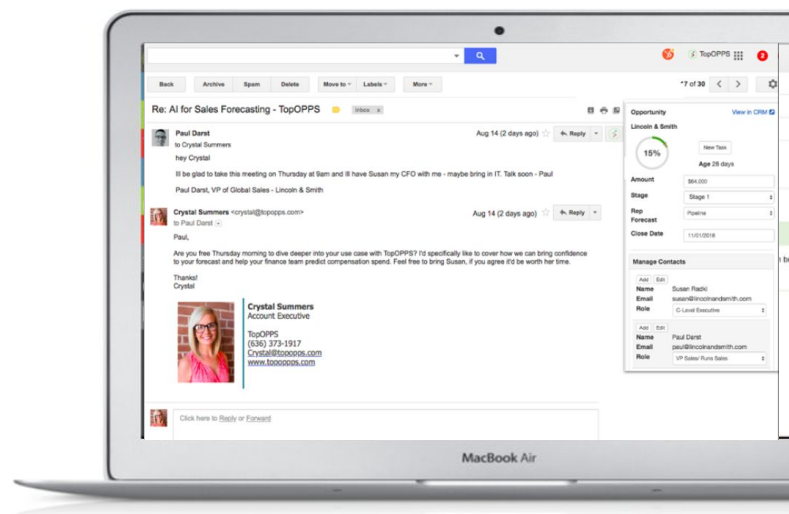
Automatically collects emails relating to opportunities and aligns them with the opportunity



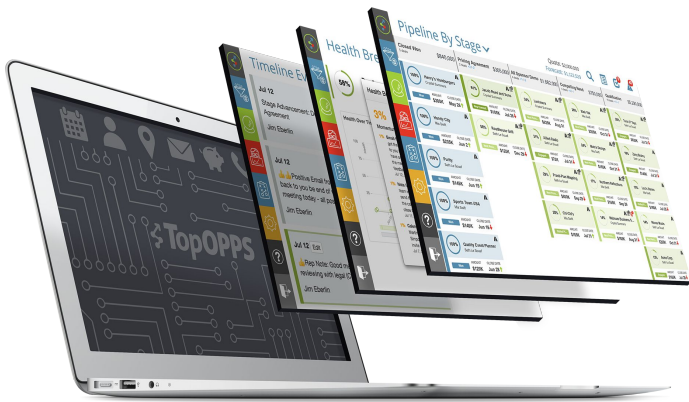
Automatically collects meetings from your calendar and aligns them with the opportunity



Provides a mobile interface so sales reps can work anywhere, managing their alerts, dictating meeting updates and status to update the opportunity.



## **Improves CRM data by an average of 400%**



## Email & Calendar



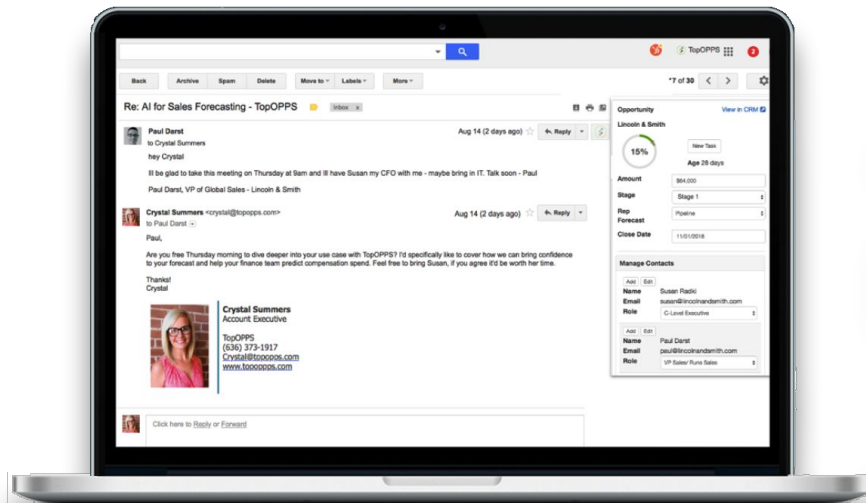
The email interface captures all email contents into TopOPPS application and uses sentiment analysis to rate the email.



The calendar interface captures all meetings and meeting content with sentiment analysis to rate and measure opportunity activity.

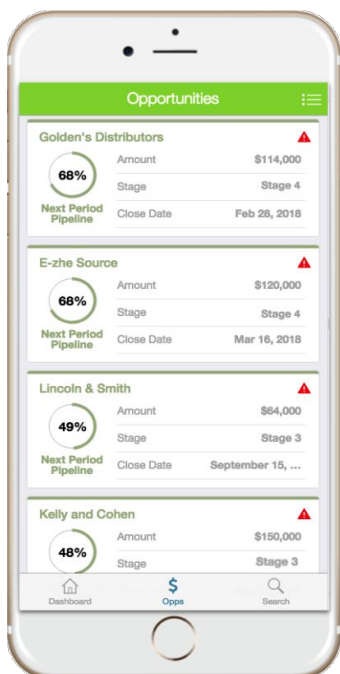


Both interfaces provide the ability to add additional email addresses to the buying group.



## Mobile

The mobile interface allows the sales rep to work from their phone from anywhere and provides 90% of the same functionality found in the web application.



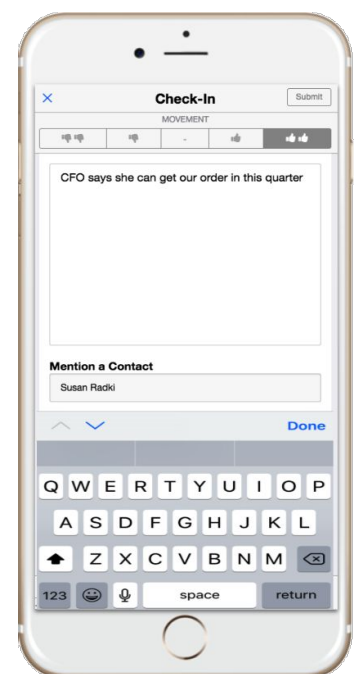
Sales Reps can view, sort and filter their pipeline reports from their phone. They can also drill through to the detail opportunity.



Sales reps can view and change detailed opportunity information. They can drill through to alerts and resolve them.



Sales reps can use the microphone icon and dictate descriptions or values into any field on the opportunity.



## Up to 59% Quicker Time-to-Win