

“ What stands out are the dashboards we have created. They give a quick insight into opportunities, where we are in the cycle, and engagement—not only the engagement score, but who are we engaged with. These are valuable insights that can help us change the direction of a deal, if needed.

— Director of Enablement, Large Enterprise Telecommunications Equipment Company

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Source: Director of Enablement, Large Enterprise Telecommunications Equipment Company

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✓ Validated

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