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Sales Velocity Platform

by Deloitte

Empowering a comprehensive sales delivery process through custom enhancements and integrations throughout the direct sales, indirect sales, and customer support processes. Enhance software pricing and sales through the proactive enablement of flexible consumption, perpetual licensing, and bundling options.
Sales Cloud | Service Cloud | Partner Community

FEATURES

Direct Sales

- Flexible Consumption vs. Subscription Purchasing Options
- Bundle & Subscription Pricing
- ML Enabled Lead Scoring
- Opportunity Renewals
- Order Status & Order on Behalf
- Up/Cross Sell

Indirect Sales

- Streamlined Partner Enrollment via Portal
- Deal Registration & Referral Management
- Marketing Development Funds(MDF) Management
- Order Management & Renewals Management
- Pricebook & Configure / Price / Quote
- Partner Tiering

Customer Support

- Versatile Channel Service Access
- Service Level Agreements
- Entitlement Management

USE CASES

Partner Enrollment & Tiering

Deal Registration & Referral Management

Lead Distribution & Management

Opportunity Renewals

Entitlement Management

Marketing Development Fund

Case Management

BENEFITS



Reduced time, cost, and risk of delivering technology solutions



Flexible consumption and perpetual licensing options **pre-built for customizable pricing and delivery**



Expanded sales capability through enablement of partner selling



Increase in issue resolution times and customer loyalty with access to comprehensive support options

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