

SALES WAVE ANALYTICS

INTRODUCING THE COMPLETE ANALYTICS APP THAT'S TAILORED FOR SALES



ACTIONABLE ANALYTICS FOR SALES CLOUD CUSTOMERS

The first Salesforce Wave App – Sales Wave Analytics – provides a ready-built path through your Sales Cloud data, so you can get up and running with Wave Analytics faster than ever. Sales Wave delivers best-practice dashboards and KPIs to any device, supercharging every sales team with self-service insight.

Ready To Go: Self-service sales analytics on any device

- Best practices and KPIs in easy and intuitive dashboards
- Historical analysis and trending to understand pipeline changes and movement
- Mobile exploration and collaboration to deliver sales insight to the field

Connected: Native integration to Salesforce

- Dashboards automatically populated with Sales Cloud data
- Wave dashboards embedded into Salesforce
- Security and permissions extended from Salesforce

Actionable: Actionability and collaboration from the point of insight

- Wave Actions let you pivot from answers to action, right in the app
- Built-in collaboration like annotating and sharing lenses and dashboards





Key capabilities of Sales Wave Analytics:

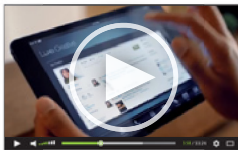
- **Best-Practice Dashboards and KPIs** are automatically populated with your Sales Cloud data
- **Pipeline Trending and Historical Analysis** help you track pipeline changes across any dimension
- **Action Framework** lets you create and update records and objects from within Wave
- **Self-Service Data Discovery** lets you slice and dice data, change visualizations, and get cross-object analysis
- **Native Salesforce Integration** provides automatic data flows, security, and trust
- **Configurator** aligns the Sales Wave App to your business in a matter of minutes, not months
- **Dashboard Builder** allows you to customize dashboards to your particular business needs in just a few minutes
- **Team Management** helps you identify top performers and coach every team toward success
- **Mobile-First Design** provides instant insight to action, on any device – from phone, to tablet, to watch

Sales Wave benefits the entire sales organization

- **Sales Executives** pivot strategy to grow the business
- **Sales Managers** have instant pipeline visibility to accelerate deals and coach reps
- **Sales Reps** see their performance like their boss does
- **Sales Operations** delivers better strategic support and organizational alignment



NEXT STEPS



Watch the Sales Wave demo >

Contact us about turning data into sales
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To learn more about what's under the hood of the Wave Platform, please visit our Wave Technology page: www.salesforce.com/analytics-cloud/technology/

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