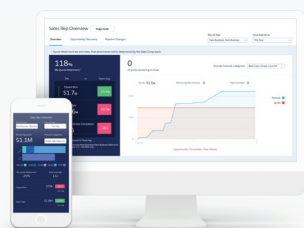


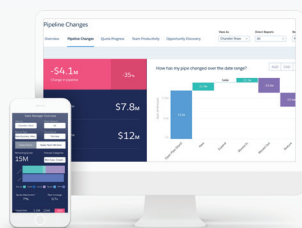
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Crush your FY'18 sales goals using analytics apps designed for you.



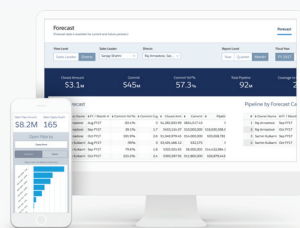
Wave62 for AEs

- Whitespace Analysis
- Pipeline Trending
- Quota and Peer Benchmarking



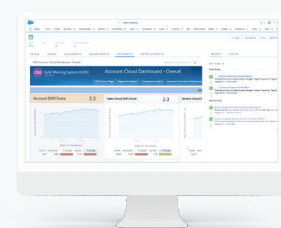
Wave62 for RVPs

- Pipeline Trending
- Team KPIs and Metrics
- Total & Potential Spend by Account



Wave for Sales Mgrs: Forecast & Bookings

- Pipeline and Whitespace for the whole team (*New*)
- Forecasts and Bookings
- YoY Bookings Growth



Company 360 NEW

- 360 view of your top accounts (ACV, Pipe, Renewals, Cases, CSAT & Cloud Services)
- Embedded dashboards on lightning



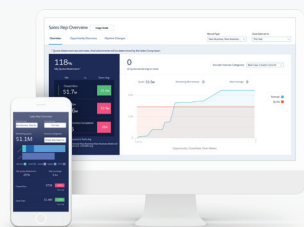
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- On a desktop, select "Wave Analytics" from the app picker in Org62, and your Wave62 app will appear on the home page
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- Watch demos, user guide videos, and updates on the "Sales on Wave" and "Company 360" chatter groups

What are you waiting for?

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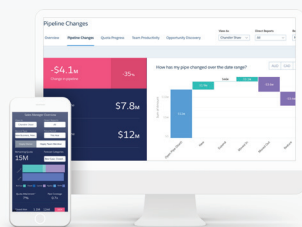
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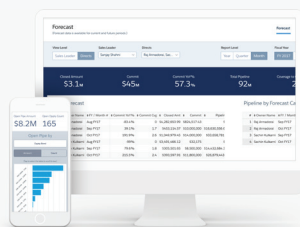
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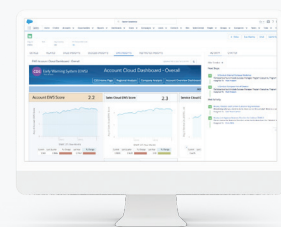
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