


Tame the Salesforce account hierarchy chaos.

AccountSpace’s one-tab views gives you clarity, structure, and consistency to understand, at-a-glance what’s happening inside each interconnected account.

DISCOVER ACCOUNTSPACE



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 **Laravel Technologies Inc.**
Parent account

 Review child account 17

← 1 of 29 →


     Stephen's QBR view 


Exit


ARR
\$74,800

Size Segment
Strategic

Active Users
1,151

Owner
 Hellen Schmidt

CS Owner
 Fabrigo Andrews

SDR Owner
 Remy Hawkwood

Usage

Monthly Active Users
912

Pilot Users
85

Contracted Users
1,151

Executive summary

Overview

We have seen rapid expansion into Laravel subsidiaries over the past three years, with strong adoption and increasing usage of our tooling across multiple companies. We intend to continue expansion efforts in the coming new year.

Key objectives

+ Add item

Key initiatives

Roll out to Mirage US Sales Enablement

See account for specific account plans information.

Expand into Mirage US Org Dev

Completed in FY23 Q3.

Learn more

+ Add item

Account overview

Website
<https://laravel.com>

About

Laravel is a leading private equity conglomerate in the technology space, primarily in data warehousing,

Annual Revenue (USD)
\$ 2,400,000,000


Employees
19,250

Industry
Technology - Data

Account owner

Child accounts


Mirage Ltd.

Owned by  Lawrence Brooks

Mid-market \$10,400 143 Emily Selman

Remy Hawkwood


Statamic

Owned by  Alicia Edwards

Enterprise \$15,665 202 Lindsay Hatley

Mason Heaney


StaticKit

Owned by  Lawrence Brooks

Mid-market \$14,800 143 Emily Selman

Opportunities


Transistor - NA Internal Comms Expand - 2023-11

Owned by  Hellen Schmidt

At Value Closed Lost Feb 29, 2024


+\$11,400

Transistor - NA Org D - Renewal 2024-02

Owned by  Hellen Schmidt

Upgrade Pilot Feb 16, 2024 +\$6,100

Mirage - US Sales Enablement - Renewal 2024-02

Owned by  Emma Young

https://www.dooly.ai/product/accountspace/

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Customized. Organized. Intuitive.

A workspace as unique as your management style.

AccountSpace's customizable workspace allows you to blend qualitative insights with quantitative Salesforce data to provide visibility into key accounts – all in one tool.

Interactive, presentation-ready views.

Create and share account plan views with your team to drive the consistency you crave. The best part? No more copy and pasting data into a deck or spreadsheet.

Navigate account hierarchies like never before.

Quickly scan across parent accounts to review critical information and transition seamlessly into related accounts and deals for further inspection.



For Individuals

The workspace to manage accounts while capturing the full picture. Ditch the manual tools and work in one place.



For Managers

Create a space to strategize on action plans and share the right information with those who need to know.



For Senior Leaders

Unlock account visibility when you need it. Quickly monitor expansion opps and jump into account plans, without needing a run-down.

Leader

Sales Enablement & Sales Performance

Management.



Over 685 five-star reviews!

**Unlock the power of Dooly's
connected workspace for your
sales processes today.**

Get started now

Why wait? Dooly provides unlimited access to our platform features and capabilities — for free. Start exploring today!

CREATE A FREE ACCOUNT

SOLUTIONS

- Sales Cycle Management
- Post Sales Customer Management
- Deal Reviews
- Process Adoption
- Team Handoffs

ROLES

- Account Executive
- Sales Leader
- Sales Enablement
- RevOps
- Customer Success

PRODUCT

- Product Overview
- Notes
- Pipeline
- DealSpace
- AccountSpace
- Templates
- Playbooks
- Deal & Account Vitals
- Chrome Extension
- Integrations
- Security
- Subprocessors

RESOURCES

- Blog
- Customer Stories
- Help Centre
- Fire Talks
- Webinars
- Podcasts

COMPANY

- Why Dooly
- Careers
- Customer Love

REPORTS

- 9 X-Factors
- Sales Happiness Index
- State of Sales Productivity
- Sales Process Report
- State of Sales Leadership
- Finish the Quarter Strong

GUIDES

- Salesforce Notes
- Sales Pipeline
- Sales Management Software
- Sales Forecast
- Log a Call in Salesforce
- Find Hot Opportunities
- Close the Quota Gap
- Sales Time Wasters
- Why Reps Quit