



## SOLUTION BRIEF



# VeriSign® Enterprise Mobility Solutions for Sales Force Automation

## KEY BENEFITS

- \* **Capture** real-time tasks, events, and customer notes
- \* **Reduce** sales cycles
- \* **Leverage** customer and sales team information across the entire business
- \* **Provide** management a method to drive sales behavior in the field
- \* **Increase** forecasting ability with improved data collection accuracy
- \* **Get Results** by decreasing costs, increasing revenue, and maintaining competitive advantage

VeriSign enables and protects more than 30-billion global interactions every day and offers extensive wireless communication solutions so the world can communicate, conduct commerce, and access the latest content—anywhere, any time, across any network and with any device.

VeriSign® Enterprise Mobility Solutions for Sales Force Automation provide real-time, turnkey visibility and data collection capability to Enterprise Resource Planning (ERP) systems for field-based sales forces.

### + The Issue

Competitive markets and changing buyer trends are forcing businesses to evaluate how, when, and where they interact with existing and new sales opportunities. Customer availability is shrinking, while their geographic dispersion is growing, leaving traditional sales teams over-burdened with the task of efficiently managing relationships.

### + The Solution

Our suite of mobility solutions for sales force automation provides a flexible, turnkey approach to maximizing sales efforts, while increasing the accuracy of sales forecasting and revenue projecting.

VeriSign Enterprise Mobility Solutions for Sales Force Automation are a suite of packaged mobile enterprise sales force solutions tailored for flexibility, specific ERP systems, and vertical industries. It allows for the extension of business process outside the four walls, resulting in a greater leverage of your sales force.

### + Improve Sales Force Efficiency

VeriSign Enterprise Mobility Solutions for Sales Force Automation provides true desktop replacement, seamless information sharing across account teams, the management of pipelines, creation of quotes and proposals, and configuration products and services based on customer needs in real time. All of these capabilities can lead to shorter sales cycles, reduced selling costs, minimized discounts and concessions, and increased sales per employee.

A **flexible mobile solution architecture** is important to maximize your existing sales process and tools. VeriSign Enterprise Mobility Solutions for Sales Force Automation will interface with your existing ERP system and is designed specifically to maximize performance over wireless networks, while supporting a wide range of mobile devices.



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SERVICES





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### + Bundled Services

VeriSign provides bundled services, allowing for a turnkey solution, so you can focus on your business rather than on implementation, deployment, and training. VeriSign manages everything from initial requirements mapping and ERP integration, to software configuration and handheld deployment.

### + The VeriSign Advantage

Our VeriSign® Global Consulting Services organization enables companies to scope, define, and implement digital infrastructure solutions that help drive new revenue streams quickly and improve customer loyalty. With expertise in media and entertainment, wireless and mobility, supply chain, and security, our consulting services offer an unmatched combination of vision, technology, and intelligence—combined with an unparalleled ability to execute.

The experienced professionals of VeriSign Global Consulting Services leverage mobile technology expertise and industry experience to offer complete end-to-end solutions: strategy, business case analysis, hardware and software requirements, system integration, workforce training, and support. We help clients stay ahead of the market with high quality, comprehensive solutions to complex business and technology problems.

**Visit us at [www.VeriSign.com](http://www.VeriSign.com) for more information.**