



Progress Masters Series

15 Minute Webinars

***Hosted by your Ipswitch
Masters***

The Summer Series – No Homework!

Prospecting
Complete

Driving to Discovery
Complete

Building a Strong and
Qualified Pipeline
TODAY

Asking for and
Getting the Order
September





Housekeeping

Building a Strong and Qualified Pipeline

Presented by:

Joe McNamee

Director and MOVEit Master, North America Sales



Steps to Building a Strong and Qualified Pipeline

1. Why Anything, Why Now, Why MOVEit?
2. The MOVEit Demo
3. 30 Day Free Trial / Evaluation
4. Weekly Check-ins



The MOVEit Demo

- ❑ Anyone who is **involved** in the purchase that is interested in the project / initiative
- ❑ Find their internal **Sponsor/Champion**
- ❑ Before you leave the call – **get next steps!**
- ❑ Next Step: **30-day Trial Evaluation**



Special Offer for You and Your Prospects

- ❑ **Kickstart:** Complimentary 2-hours with a MOVEit Sales Engineer
- ❑ Offer this to your customers – **from you!**

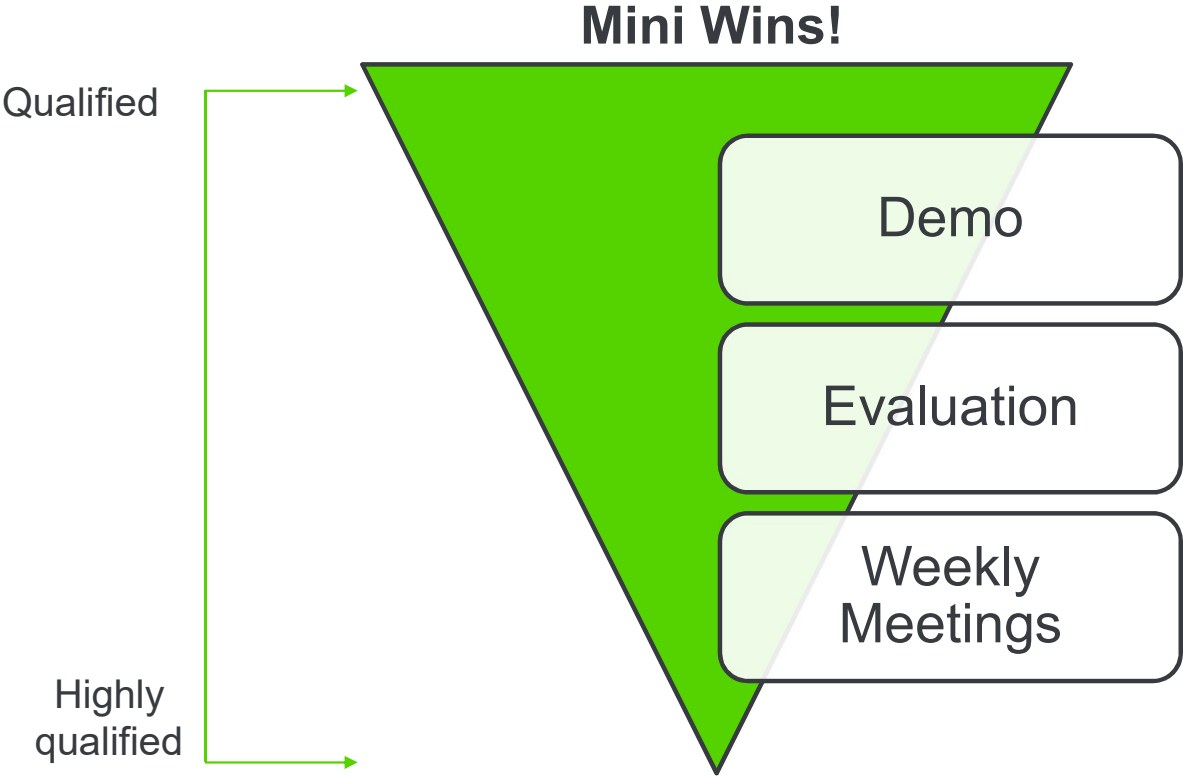


Managing the Evaluation Process – Next Steps

- ❑ Collaborate with your Progress colleague to generate the **30-day Trial**
- ❑ Create a **call schedule** every week thru the evaluation cycle
- ❑ Find out what they **like/dislike**
- ❑ **Position** MOVEit over the competition



Getting to Closed Won: Mini Wins



AND NOW:
Stay Tuned for the Next Episode:
Asking for – and Getting – the Order
September 5, 2019

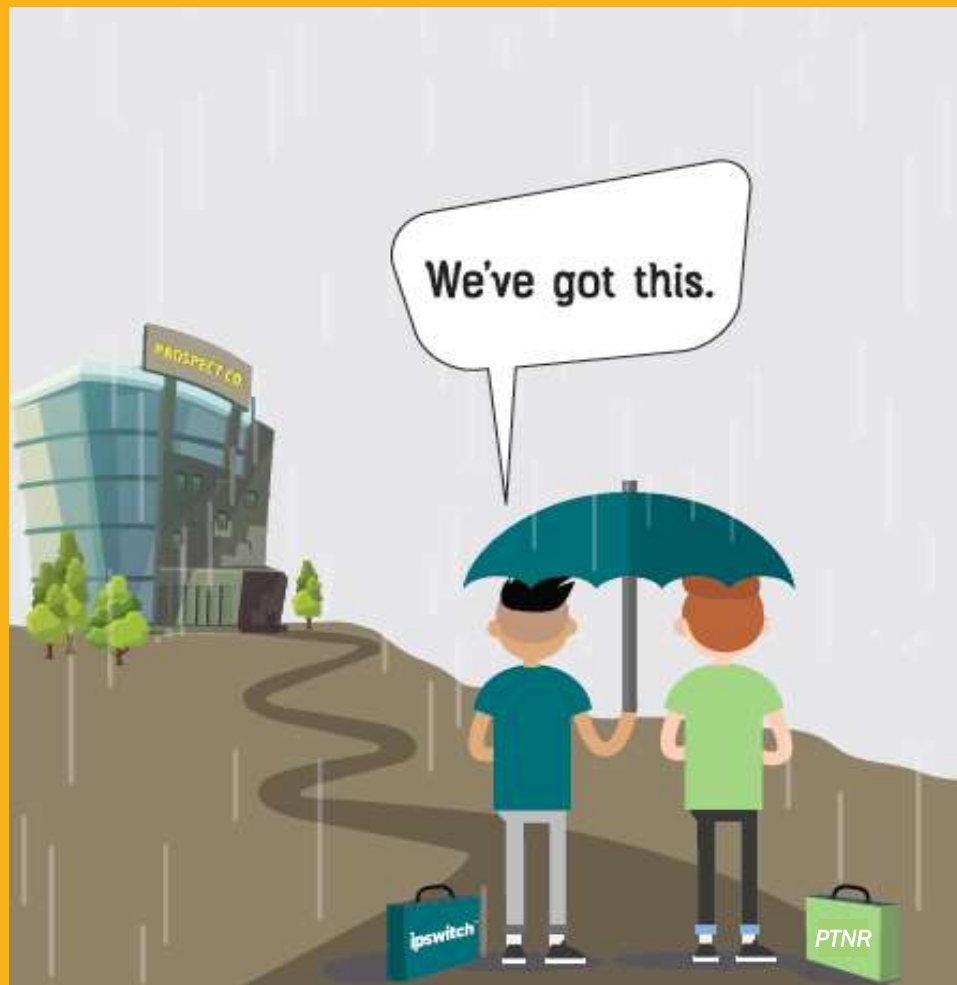


Our Partnership – and How You Benefit

- ✓ *We sell with You – every deal we work together has a dedicated inside sales rep partnering with you to qualify and close an opportunity.*
- ✓ *You have full access to sales resources and technical resources for demonstrations and customer meetings.*
- ✓ *Every new opportunity you bring to Progress gets you a 10%+ deal registration margin.*
- ✓ *Our commitment to you is to make our partnership profitable.*
- ✓ *You have two solutions to offer to your customers:*
 - 1. MOVEit® Secure File Transfer**
 - 2. WhatsUp Gold® Network Monitoring**



Don't Go Out Alone!



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■ Q&A

RAFFLE TIME!

