



mediafly[®]

Sales – General Overview

November 2019

About Mediafly

Who we are



- Founded in 2006
- Offices in US and EU
- 100+ Employees
- Fortune 500 clients
- Cross-industry expertise
- Global footprint

What we do



We help companies

- Improve the buying experience
- Sell more effectively in every meeting
- Drive business growth

How we do it



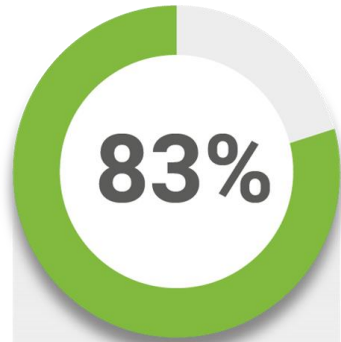
- Turnkey solutions to full custom sales apps
- Content Management
- Sales Readiness
- CRM Integration
- Reporting & Analytics
- AI-powered insights
- Advisory Services



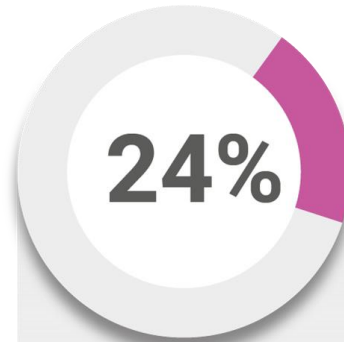
Who we work with



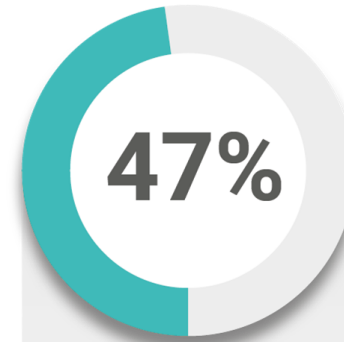
Did you know...



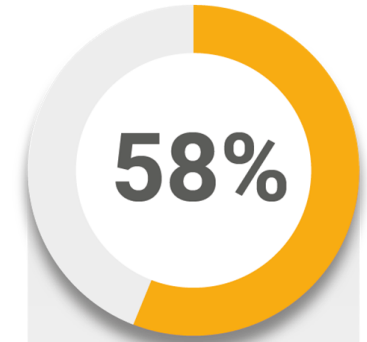
of
SALES REPS
didn't get a
second
meeting
(Richardson)



Deals are
taking **24%**
more time to
close than 2
years ago
(Sirius Decisions)



of **SELLERS**
are not
meeting
quota
(CSO Insights)



of buyers are
choosing
"DO NOTHING"
vs purchase
(Sales Benchmark
Index)



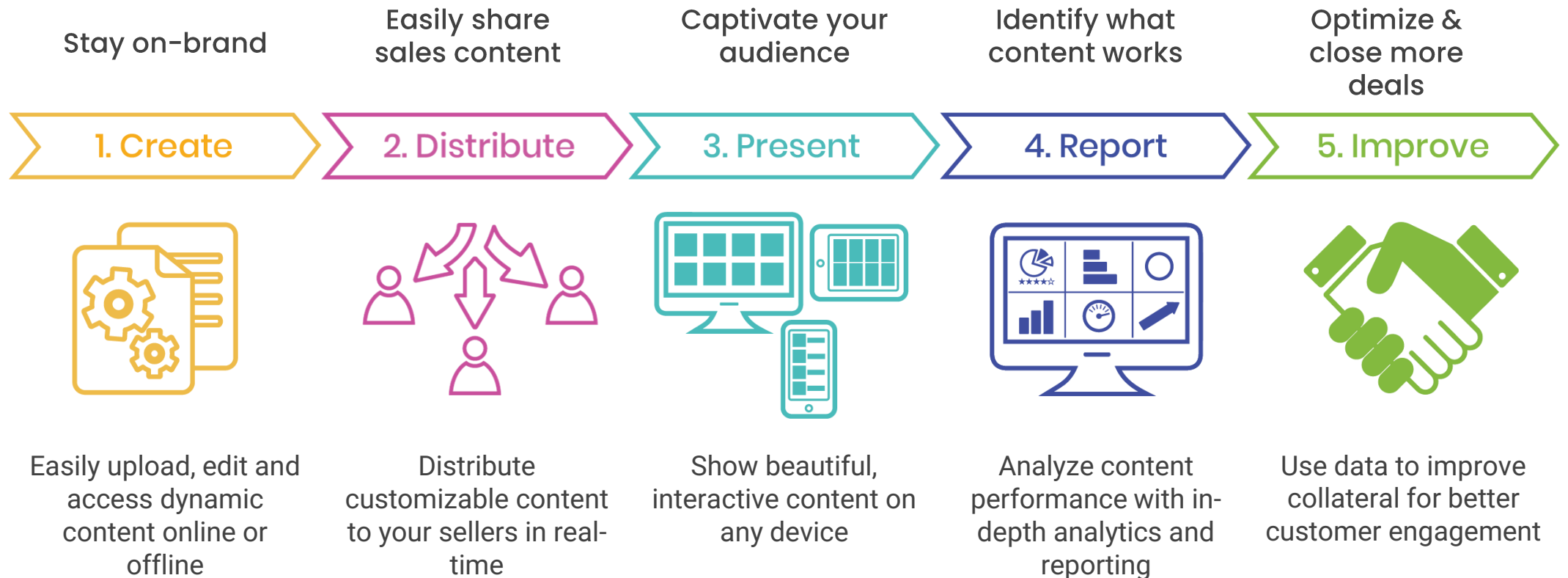
Why?



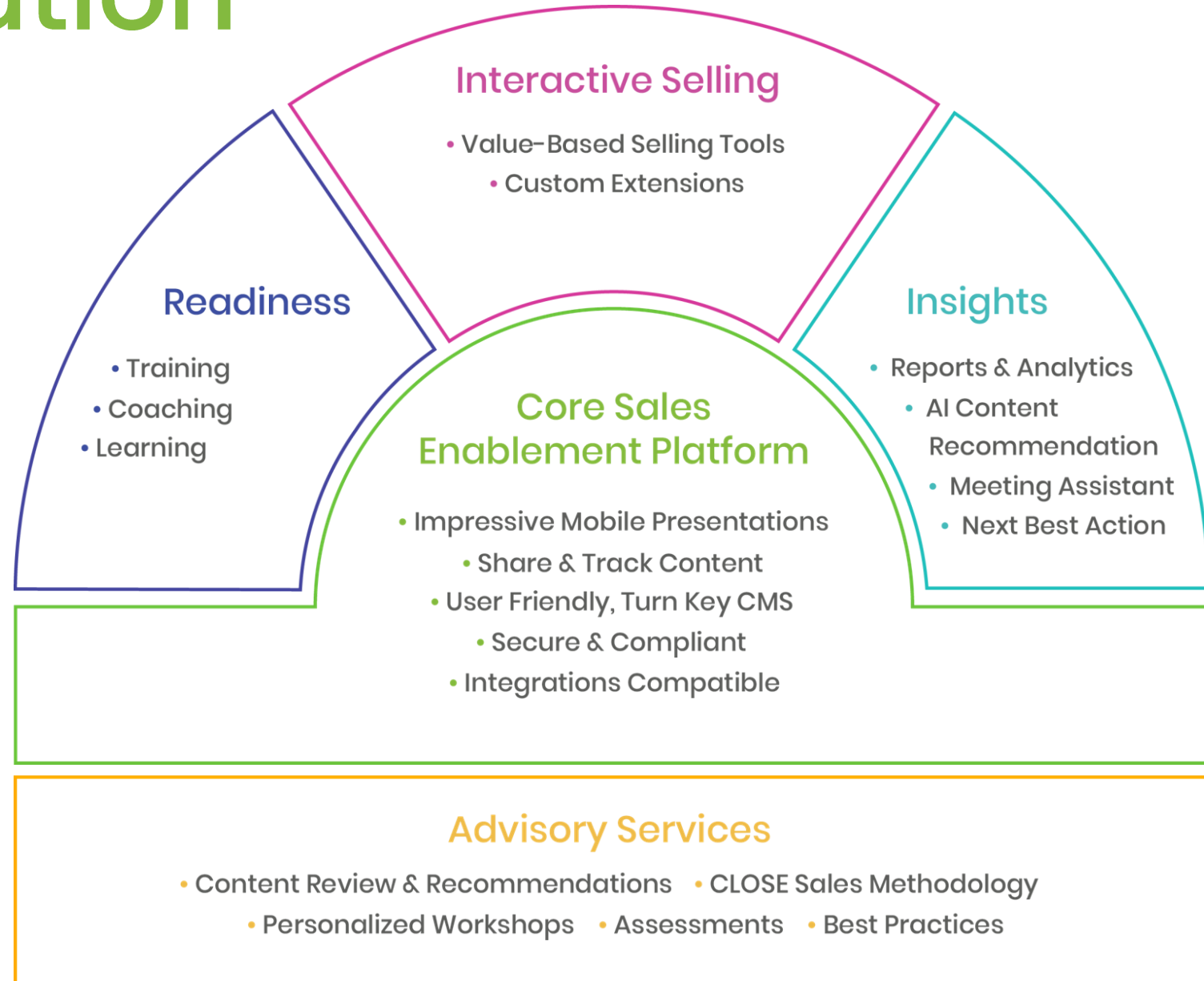
Enter: Mediafly

A next-gen sales enablement platform

Giving sellers and marketers a simple and effective way to create, deliver, and analyze engaging sales presentations all from one intuitive sales application.



Our Solution



Essential

Included:

Included Storage: **1TB**
Personal Storage: **512MB**

Pro

Included:

Included Storage: **2TB**
Personal Storage: **1GB**

Enterprise

Included:

Included Storage: **4TB**
Personal Storage: **2GB**

Content Management



Online/Offline Modes



Multi-Platforms Apps



Reports & Analytics



Role-based Access Control



Playlists/Collections



CRM Integration



Single Sign-On Intergration



Microsoft Office Online
Intergration



Google G Suite Intergration



CMS Intergration



Advanced Analytics/
Insights



\$30 per user per
month

Request Pricing

Request Pricing

Essential: Available Add-Ons

CRM Intergration

Single Sign-On Intergration

ROI & TCO Calculators

Pro: Available Add-Ons

Mediafly Readiness for Coaching & Training

Additional Mediafly Environments

ROI & TCO Calculators

Mediafly ROI & TCO Calculators Gateway

Synthesis FlightDeck

Custom Themes & Extensions

Enterprise: Available Add-Ons

Custom Intergrations

Mediafly Readiness for Coaching & Training

Additional Mediafly Environments

ROI & TCO Calculators

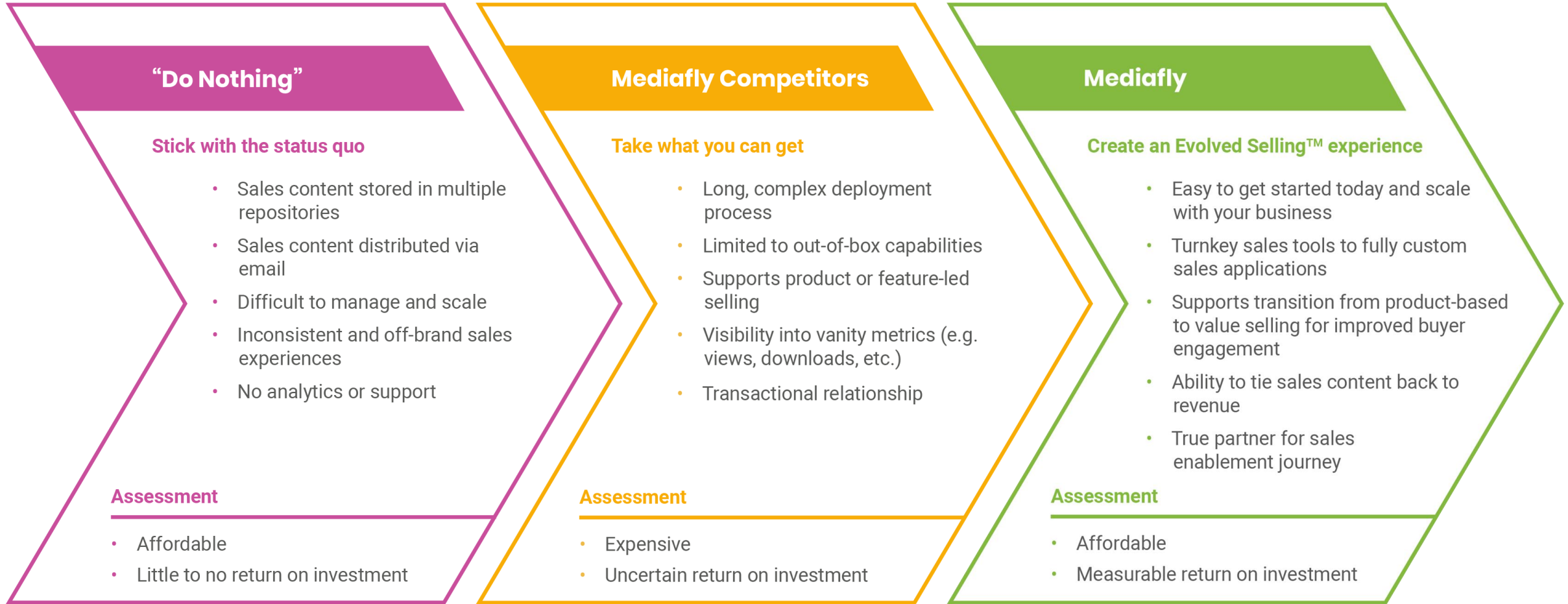
Mediafly ROI & TCO Calculators Gateway

Synthesis FlightDeck

Custom Themes & Extensions



Model for Delivering ROI





“

Since we started using Mediafly, our customers have rated their experience higher, citing things like the ability of reps to give them the best information in the moment. Mediafly gives us the ability to design a modern sales experience customers value.

”

Tom Stubbs, Director of Capability: Pepsi Beverages sector, PepsiCo

“

We engaged Mediafly as a partner to help us connect all the pieces of data and information that were around the company because our sales reps were spending a lot of time trying to connect the dots. We wanted a solution that would connect all that information in one space, where they could easily search and find what they needed for their specific needs.

”

Jennifer Tillman, Insight Specialist: SONOCO



“

We chose a partner who had a deep level of expertise in helping companies deploy easy to use, collaborative, value storytelling and benefit ROI calculators. Within six weeks, we launched our tool to a pilot team and began seeing results.

”

Doug May, Director: Splunk Inc.





thank you

