

EVAN VOL. 1

A Journey Into the Future of Buying:
Vivun's Product Story Behind the Comic Book

What does the latest Eval release have to do with the Comic Book?

At Vivun, we do releases differently. To bring our latest developments to market in a creative new light, we've coined the concept of Product Stories. They include a rich narrative, original artwork, [fun merchandise](#), and [NFTs](#) whose proceeds are donated for great causes. Each volume represents a new phase of innovation, and we capture the value it provides to our customers in a comic book illustrated by a world-class artist.

Eval Vol. 1: A Faster Path to Win Built on Transparency and Trust

The first Volume of The Evaluators comic depicts how Vivun's newest product is changing the future of B2B buying. Eval by Vivun® is purposefully designed to elevate PreSales while directly supporting sales objectives. It connects buyers and vendors, setting both parties up for success by providing a blueprint for getting evaluations done transparently and in record-breaking time.

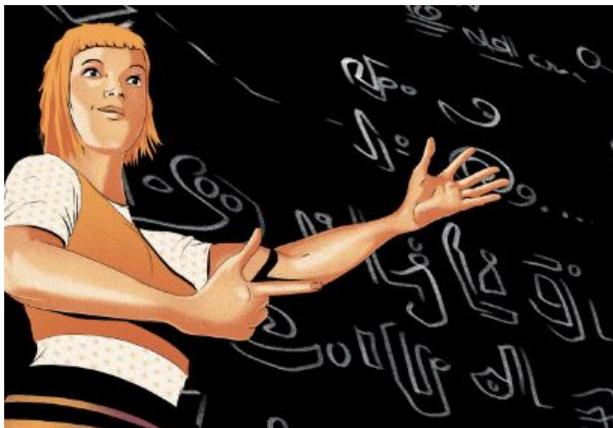
Eval creates a structured and collaborative environment for the modern buying experience. You can decode your buyers' needs, build rapport, share ownership, chart the path from start to finish, and win deals together.



Product Story Breakdown: Comic & Capabilities in Eval by Vivun®

Take your buyers on a journey with Eval Workspaces

Evaluations are critical in modern B2B buying. Thus, each evaluation needs a place to call home. A **Workspace** is a vehicle for vendors to guide their buyers through the evaluation process. It's efficient and transparent, a place where both parties can be on a team, hold each other accountable and ultimately build trust.



Translate Requirements Into Winning Solutions

Never take your buyers' asks at face value. It's critical to understand what's driving their checklists and use cases. Collaborative **Requirement** management brings clarity to buyers' needs and accelerates the planning process. Vendors help shape the criteria to prove the underlying value.

Align Internal Stakeholders

While transparency and alignment are vital to driving the buying experience, they are also essential for **Internal Members**. Eval aligns Sales, PreSales, and Customer Success to set the customer up for the least friction and the smoothest transitions. Sales can use Eval to dedicate a workspace to finish the commercial requirements and keep everything moving forward to get the business to win even after the technical requirements are fulfilled.



Stay on Course with Agreements

Scope creep is the enemy of time in evaluations, and time is the enemy of deals. Eval's **Agreements** ensure that both parties sign-off when the late requirements inevitably surface. This drives alignment and mutual accountability between the buyer and the vendor, promoting better prioritization, time management, and reduced friction when critical components of the evaluation are uncovered late in the cycle.



Leverage the Library to Accelerate Deals and Smoke your Competitors

Today, buyers are more educated than ever before. They come to the table with opinions about your products' strengths and weaknesses and often compare multiple vendors in their evaluations. With Eval, a **Library** of requirements makes tribal knowledge accessible from past deals. Position your products' ability to solve your buyers' needs miles ahead of the alternatives, set an unparalleled standard for collaboration, lay competitive traps, and avoid pricing wars.

Earn your Buyers' Trust & Business

Get certainty on where you stand in deals and around the status of your evaluations. In Eval, there's a snapshot of the Workspace progress and documented sign-offs when requirements are fulfilled. Having a dedicated space for the evaluation artifacts, shared accountability, and proven success leads to **faster deals, higher win rates, and happier customers.**



Feature Highlights in Eval Volume 1



Workspaces

A single, dedicated place to manage evaluations, drive alignment, and create a transparent buying experience.



Requirements

Define customer needs, create mutual accountability, and track progress towards sign-off when criteria are met.



Members

Internal stakeholders and guests from the buyers' side join the workspace to align both parties and build trust.



Library

Centralize, categorize, and reuse requirements to scale best practices, set competitive traps, and show value faster.



Collaboration

Communicate across the evaluation teams' internal and guest members to nail requirements, tasks, and goals.



Agreements

Drive alignment and accountability with multi-party sign-off on requirements and the status of your workspace.

Schedule a demo at

<https://vivun.com/demo-request>