



VOL.2
FEB
2022

VIVUN PRESENTS

THE HERO CHRONICLES



PRESALES
BECOMES THE
MASTERS OF THEIR OWN
DESTINY!

HERO IS LEADING THE QUICKLY SPREADING PRESALES REVOLUTION BUT NOT EVERYONE HAS RISEN UP TO JOIN HER IN AMPLIFYING THE POWER OF PRESALES.



FAR OUTSIDE THE CENTER OF INFLUENCE, ONE LONELY PRESALES LEADER -- M -- IS TRAPPED IN A NEVER-ENDING NIGHTMARE.



MY TEAM'S OVERLOADED WITH REQUESTS RIGHT NOW! HOW ARE WE SUPPOSED TO GET ALL THIS DONE?

TIC
TAC
TIC
TAC TIC



YOUR TEAM EXISTS TO SERVE SALES! WE HAVE 1,000 OPEN OPPORTUNITIES THAT NEED DEMOS!

PRESALES FIELDS, ANALYTICS, AND DASHBOARDS ARE NOT OUR PROBLEM. FIGURE IT OUT YOURSELF!

YOU MUST USE THESE INFLEXIBLE SALES STAGES THAT AREN'T DESIGNED FOR YOUR WORK!



I CAN'T KEEP UP.



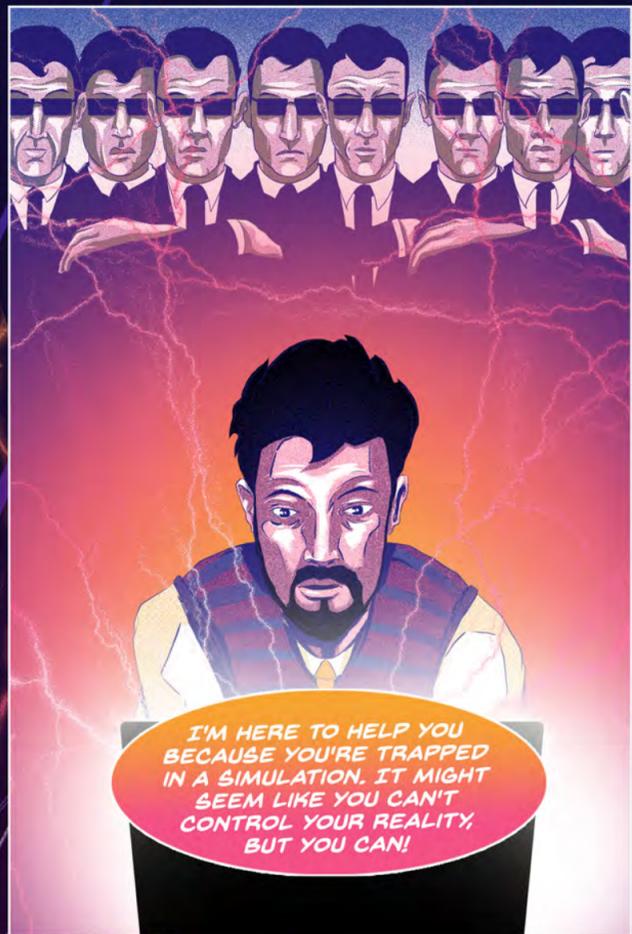
I CAN'T TAKE CONTROL OF MY TEAM'S DESTINY AND RUN PRESALES AS A BUSINESS WHEN I HAVE NO VISIBILITY OR AUTONOMY!

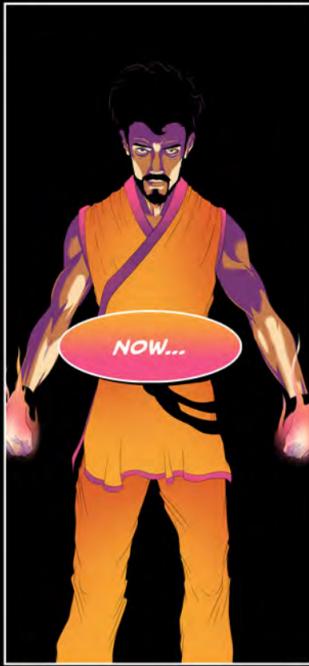


HELLO, M.



DO YOU KNOW WHO I AM?





NOW...

...CONCENTRATE.

YOU MUST REJECT THIS PASSIVE REALITY...



...AND TAKE BACK YOUR POWER!



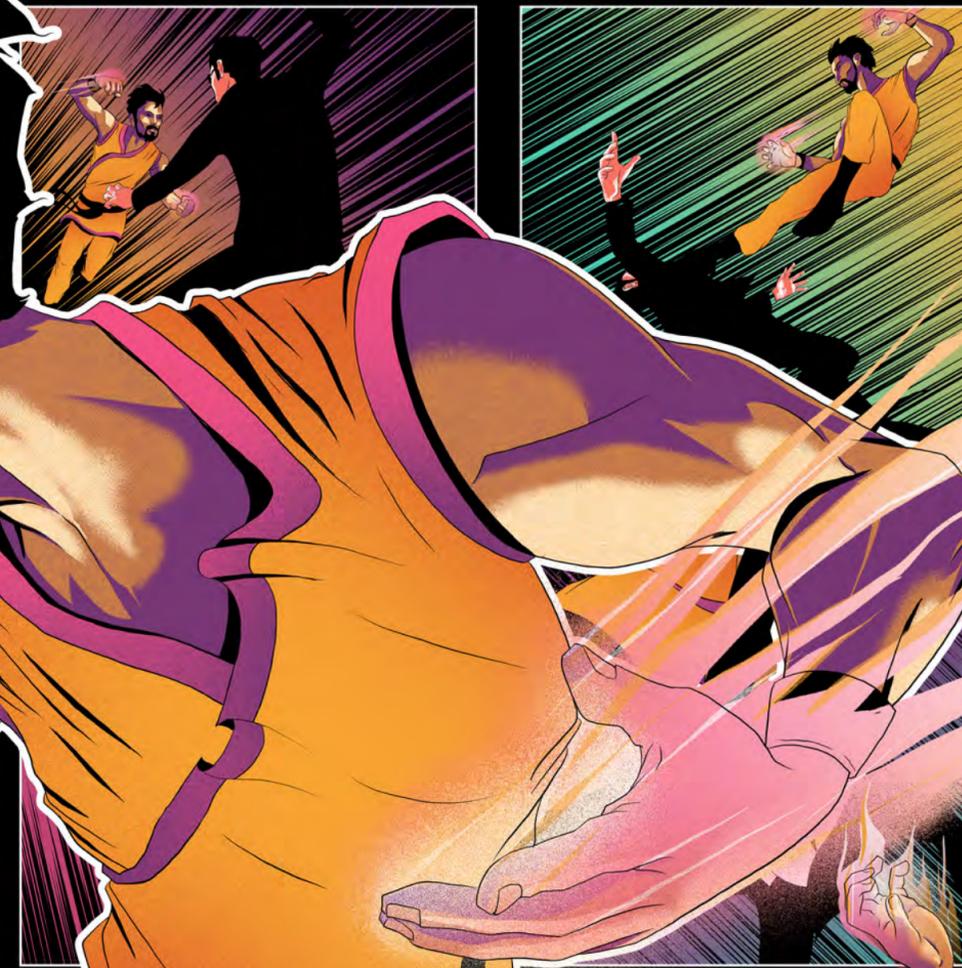
I CAN AUTOMATE AND STREAMLINE OUR ENGAGEMENTS WITH RULES-BASED TEAM MEMBER REQUESTS!



I CAN CONFIGURE MY OWN PRESALES STAGES!



I CAN DIG INTO WHAT THE TEAM IS DOING AND THEIR PERFORMANCE DATA ON MY OWN!



WELL DONE. LET'S GET YOU OUT OF HERE!

WAKE UP

HELLO M.

HERO?

WE'VE FREED YOU FROM A SIMULATION TO JOIN US. WELCOME TO THE PRESALES REVOLUTION.

MY WORKLOAD IS BALANCED AND I HAVE TIME TO FOCUS ON WHAT MATTERS MOST!

NO MORE NEEDING TO WAIT ON SALES OPS TO ENABLE THE PROCESSES I NEED FOR MY TEAM.

THIS IS AMAZING, I CAN GET A CLEAR VIEW OF THE DEAL FROM MY POV, AND INSIGHTS ON WHAT'S NEEDED TO WIN!

ARMED WITH A PLATFORM THAT WORKS THE WAY THEY DO, M AND HIS TEAM CAN NOW GET REAL VISIBILITY ACROSS THE TEAM'S DEALS. THEY EFFORTLESSLY MANAGE REQUESTS FROM MULTIPLE DEPARTMENTS, AND DRILL INTO PATTERNS WITHOUT NEEDING TO WAIT ON TEAM MEMBERS IN OTHER PARTS OF THE ORG TO PULL THE DATA.

WITH MORE PEOPLE JOINING HERO, THE PRESALES REVOLUTION IS IN FULL SWING!

HERO VOL.2

The title 'HERO VOL.2' is rendered in a bold, stylized font. The word 'HERO' is in a dark blue color, while 'VOL.2' is in a gradient of orange and red. The letter 'O' in 'HERO' is a large circle containing a stylized illustration of a man's face and upper body, looking down with his hands clasped. The background of the letters is filled with a pattern of fine, intersecting lines in shades of orange and red, creating a textured, grid-like effect. The 'vivun.' logo is positioned at the bottom right of the '2' in 'VOL.2'.

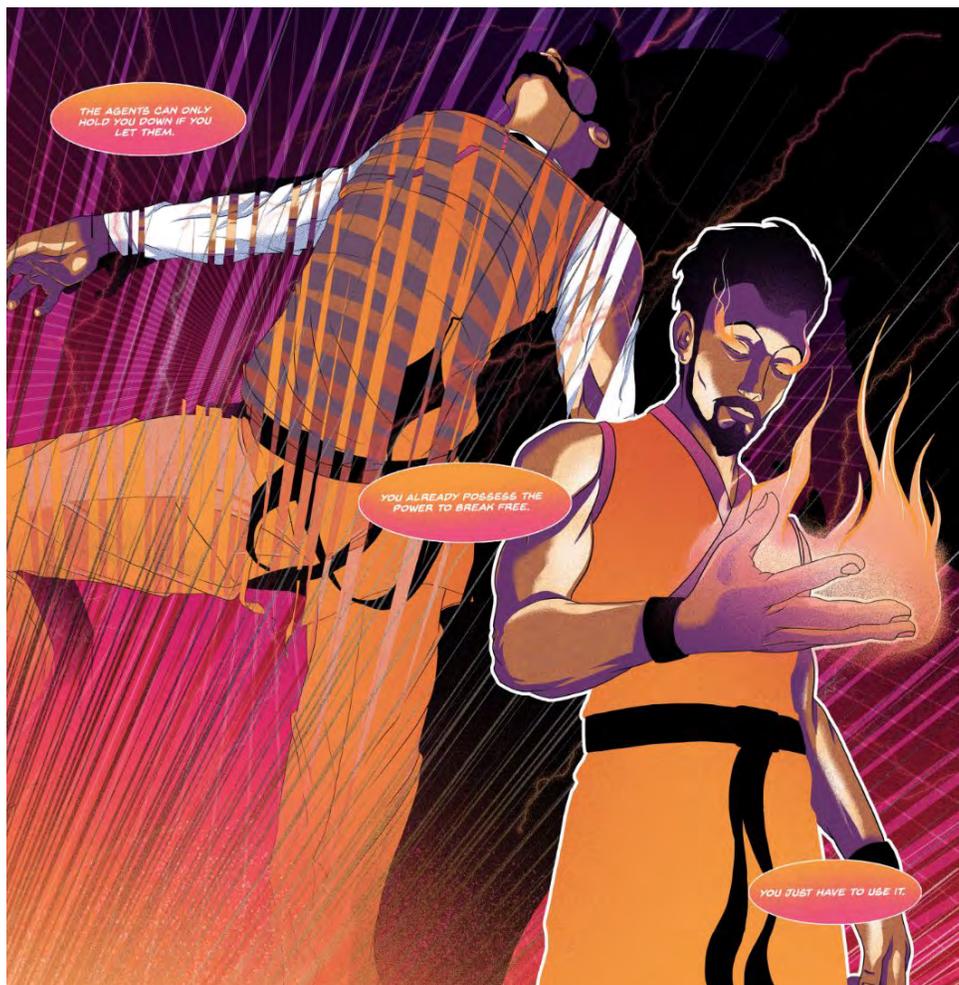
PreSales becomes the masters of their destiny.
The story behind the story.

What does Hero's latest Product 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.

Hero Vol. 2: PreSales Becomes the Masters of Their Own Destiny

While Hero Volume 1 depicted how Vivun amplifies the strategic impact of PreSales with the power of artificial intelligence and machine learning, Volume 2 shows that PreSales teams are at their best when given greater visibility and autonomy.



With self-service administrative controls, tailored views providing critical information, and a rules-based process for resource requests, PreSales leaders can now keep their teams focused on what matters most and get a clear view of what's needed to drive success.

How the Vol. 2 Metaphors Map to Real Capabilities in Hero by Vivun®

Stay focused on your most important work

Get a real-time view of your team's deals and what's needed to win them. Hero provides **Tailored Views** and **Team Analytics** to help PreSales leaders and individual contributors quickly pull up the information that's most relevant to their work. PreSales team members can immediately access their views, their way—such as the opportunities they're working on, their primary competitors, and results quarter-over-quarter. Leaders gain insights that highlights where they can coach their teams to spend more time and optimize their strategies.



At the beginning of Hero Volume 2, we see M and his team are in an office surrounded by the Agents of Corporate Inertia, overloaded with requests and struggling to prioritize effectively. The sheer volumes of data generated by modern technology companies can be overwhelming—Hero offers a way for PreSales teams to **clearly see what matters most, and filter out the rest.**

Take full ownership of your team's processes with Autonomous Admin

PreSales teams using CRM customizations rely on overburdened Sales Ops and IT teams to make platform changes or pull data for insights. Rather than add to an ever-growing request list for these teams, Hero's **Autonomous Admin** capabilities provide a self-service platform for PreSales that empowers them to keep up with an ever-changing sales process, while staying true to your organization's Salesforce permissions.



After having his powers awakened by Hero, M is able to fight back against the Agents of Corporate inertia. PreSales requests are often buried by the urgent demands other departments.

Through the **self-service administration** in Hero by Vivun®, PreSales leaders can quickly update and optimize their teams work—enabling them to be more strategic while also relieving burdens for their partners in Sales Ops and IT.

Streamline opportunity assignments and drive cross-functional alignment using Team Member Requests

As cross-functional experts, PreSales are often asked to problem-solve across multiple departments, often at the cost of time spent on winning revenue and an unbalanced workload for team members. Hero streamlines the process of deploying PreSales resources by allowing PreSales leaders to set up a rules-based process for **Team Member Requests**. This request functionality can also be used outside the PreSales team to drive alignment between multiple departments on what resources are needed to win a deal—with Product, Engineering, Customer Success, and more.



M and his team stand triumphantly as they join Hero and the others in the real world. No longer trapped by an unending cycle of resource requests, PreSales is able to keep their workloads balanced. With a process for Team Member Requests, PreSales can **take a more deliberate approach to assisting their partners** in Sales and other departments with what's needed to deliver the best experience and earn the business.

Feature Highlights in Hero Volume 2



Tailored Views

Get real-time visibility into your deals and what's needed to win them. See what matters most, and filter out the rest.



Autonomous Admin

Empower PreSales to make process adjustments without waiting for help via self-service administrative controls.



Team Member Requests

Streamline deployment of PreSales resources and drive cross-functional alignment to win deals.



Team Analytics

Get deep insights into PreSales impact and effectiveness with clear metrics for win rates, efficiency, velocity, and more.

Schedule a demo at

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