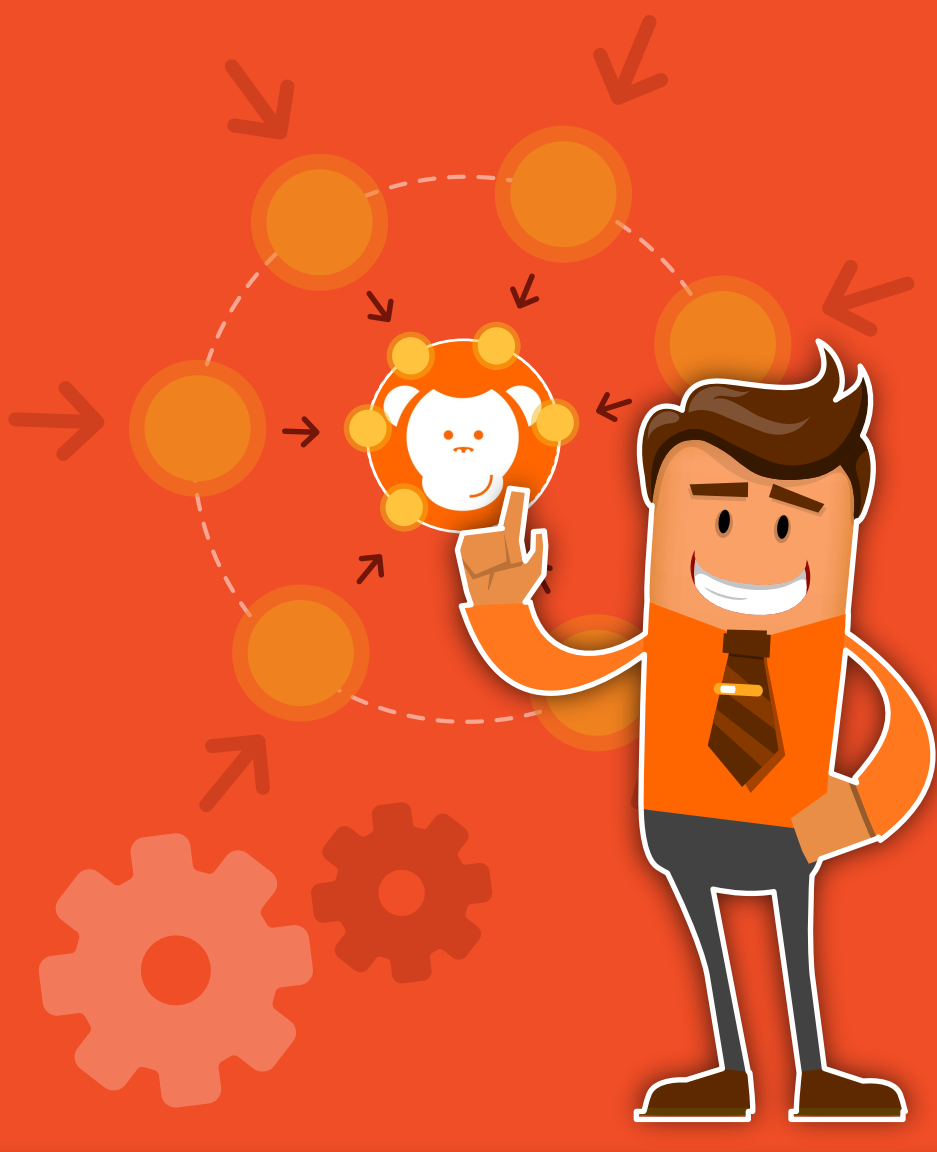


# SHORTENING THE SALES CYCLE WITH INTELLIGENT DEMO AUTOMATION



PERSONALIZE PRODUCT DEMO VIDEOS IN REAL-TIME



Most companies do **3** demos or more before they close a deal. Scheduling, executing, and following up on so many demos takes too much time.

**INTELLIGENT DEMO AUTOMATION** shortens the sales cycle by **26%** or more.

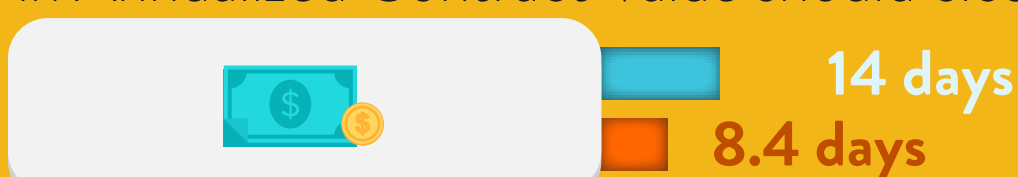


## DEMOCHIMP CAN HELP YOU SELL 26% FASTER

"NUMBER OF F2F MEETINGS I'D EXPECT WOULD BE 8-10 MINIMUM"

### DEALS < \$2,000

in Annualized Contract Value should close on average within



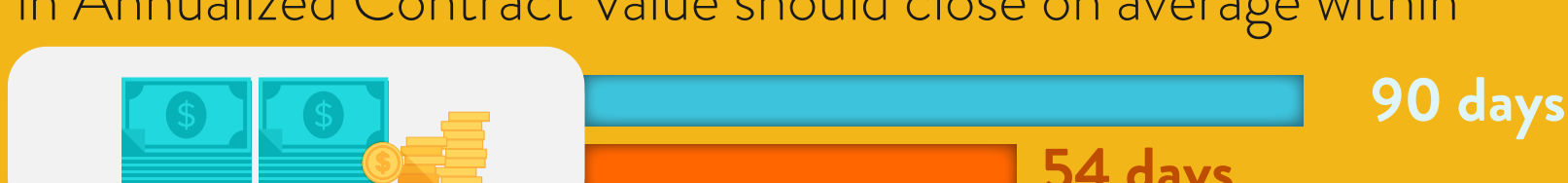
### DEALS < \$5,000

in Annualized Contract Value should close on average within



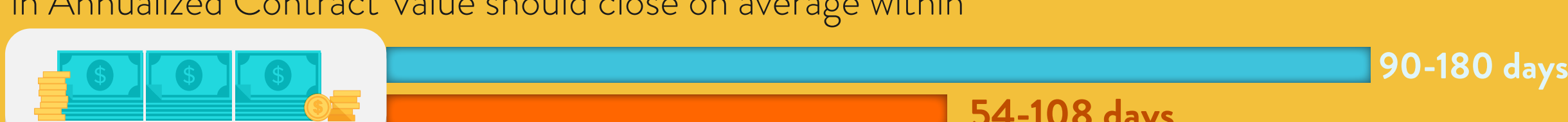
### DEALS < \$25,000

in Annualized Contract Value should close on average within



### DEALS < \$100,000

in Annualized Contract Value should close on average within



(days depending on # of stakeholders and gates)

### DEALS > \$100,000

in Annualized Contract Value should close on average within



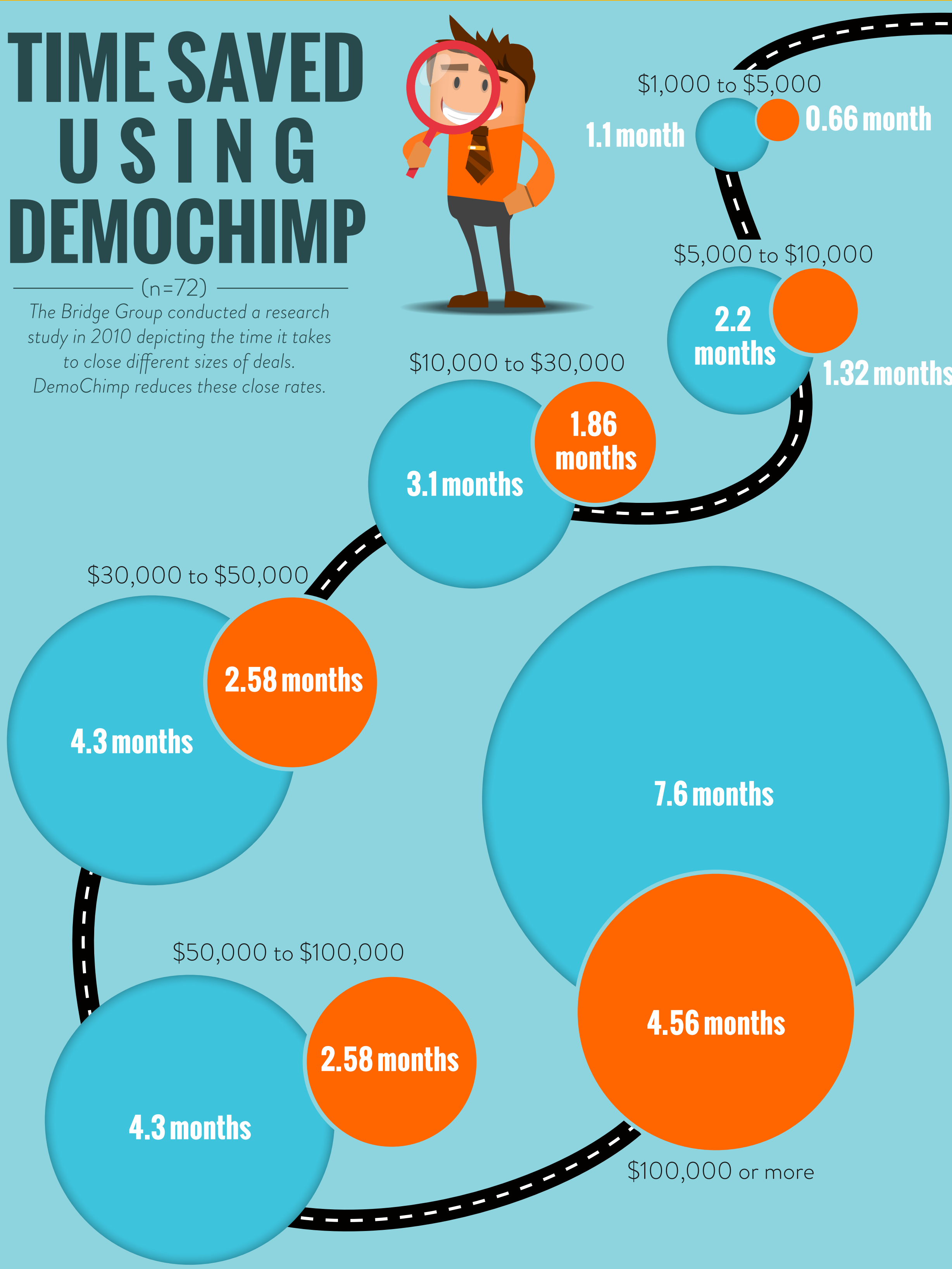
(Of course, some faster, some shorter. But on average)



## TIME SAVED USING DEMOCHIMP

(n=72)

The Bridge Group conducted a research study in 2010 depicting the time it takes to close different sizes of deals. DemoChimp reduces these close rates.



DEMO DELAYS

DEMO DELAYS

DEMO DELAYS

Every request for another product demo delays the purchase decision by **1 to 2** weeks while you coordinate schedules and get the right people on the right calls.



Current Sales Cycle only Closes **7%** of Leads

A Sales Associate with a **\$71,600** Salary is losing **\$27,566** demoing to people who will not close.

DemoChimp is software that intelligently automates product demonstrations so salespeople can spend less time doing product demos and more time closing sales and so marketing can provide sales with more qualified leads. DemoChimp's intelligent personalization engine automatically configures a demo in response to each prospect's unique needs, just like an expert salesperson. On your website, conversions increase as prospects interact with personalized content.

SEE A DEMOCHIMP DEMO:  
[www.demochimp.com](http://www.demochimp.com)

**demo**chimp