



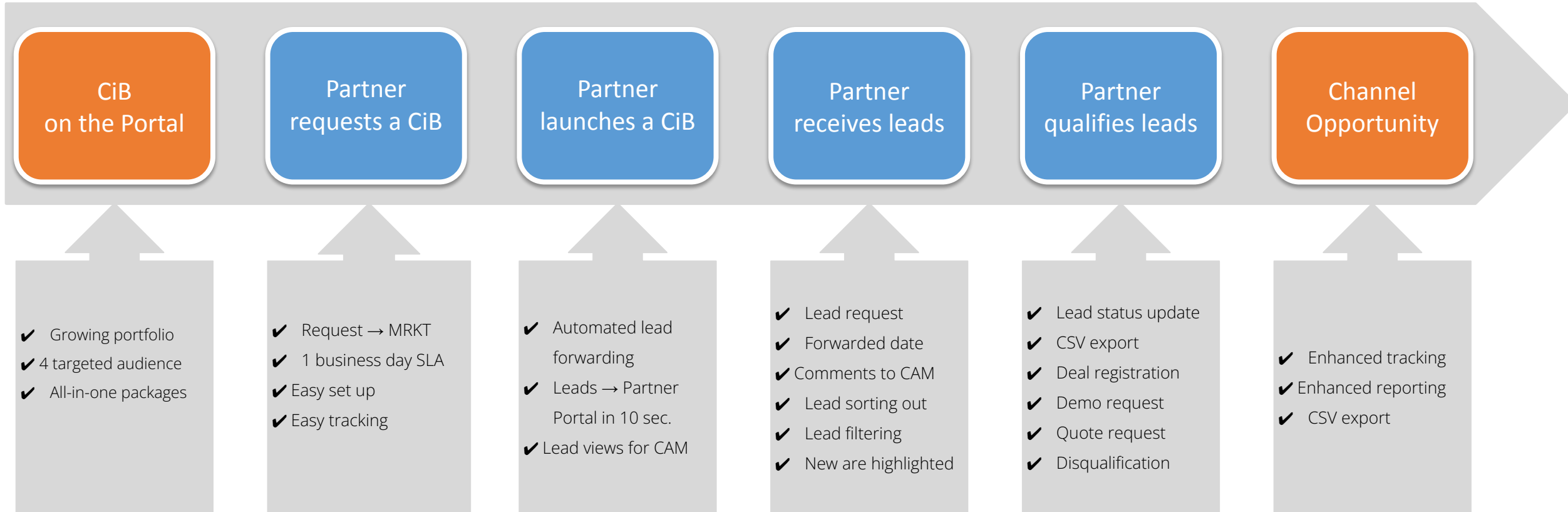
# My Pipeline & Campaign-in-a-Box

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Channel Marketing & Operations Team Lead  
01/09/2017

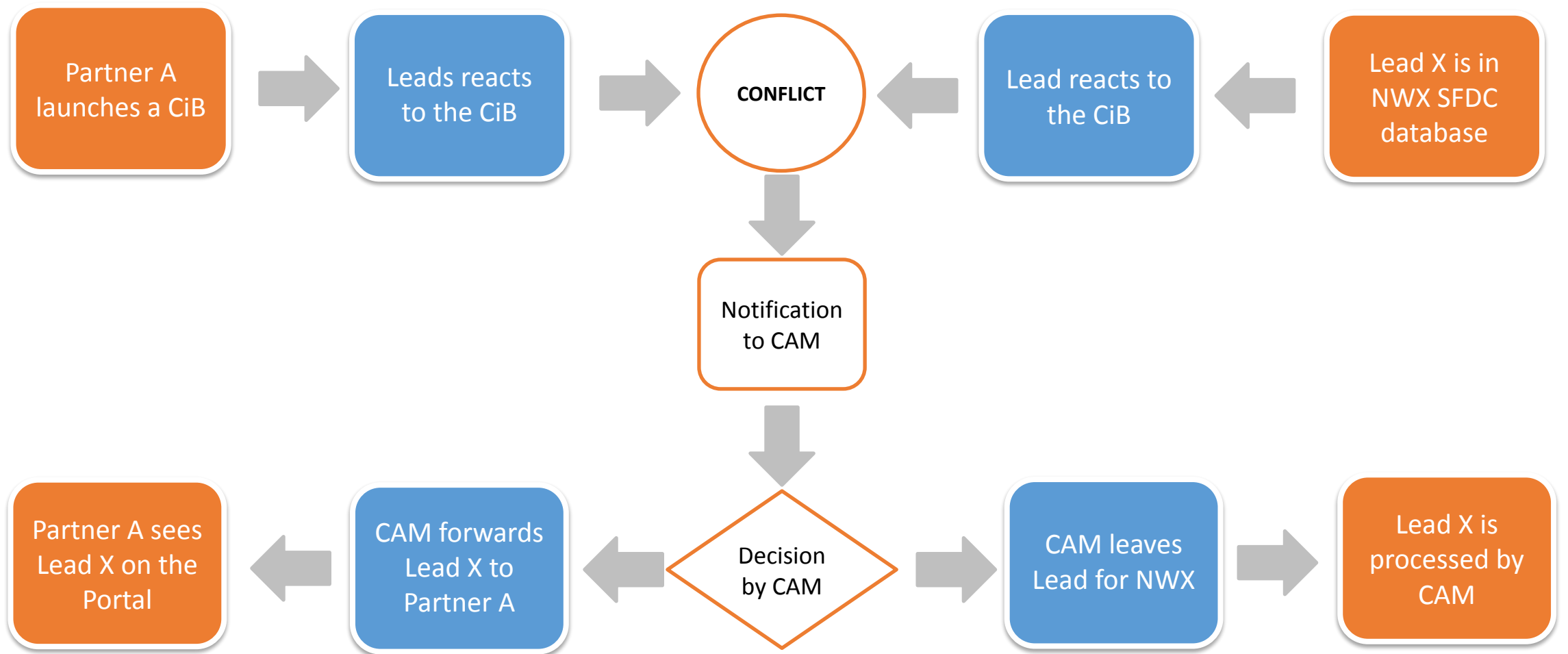
# | Agenda

- I. Campaign-in-a-Box: concept & flow
- II. Campaign-in-a-Box: conflict cases
- III. Demo
- IV. My Pipeline: concept & flow
- V. Demo

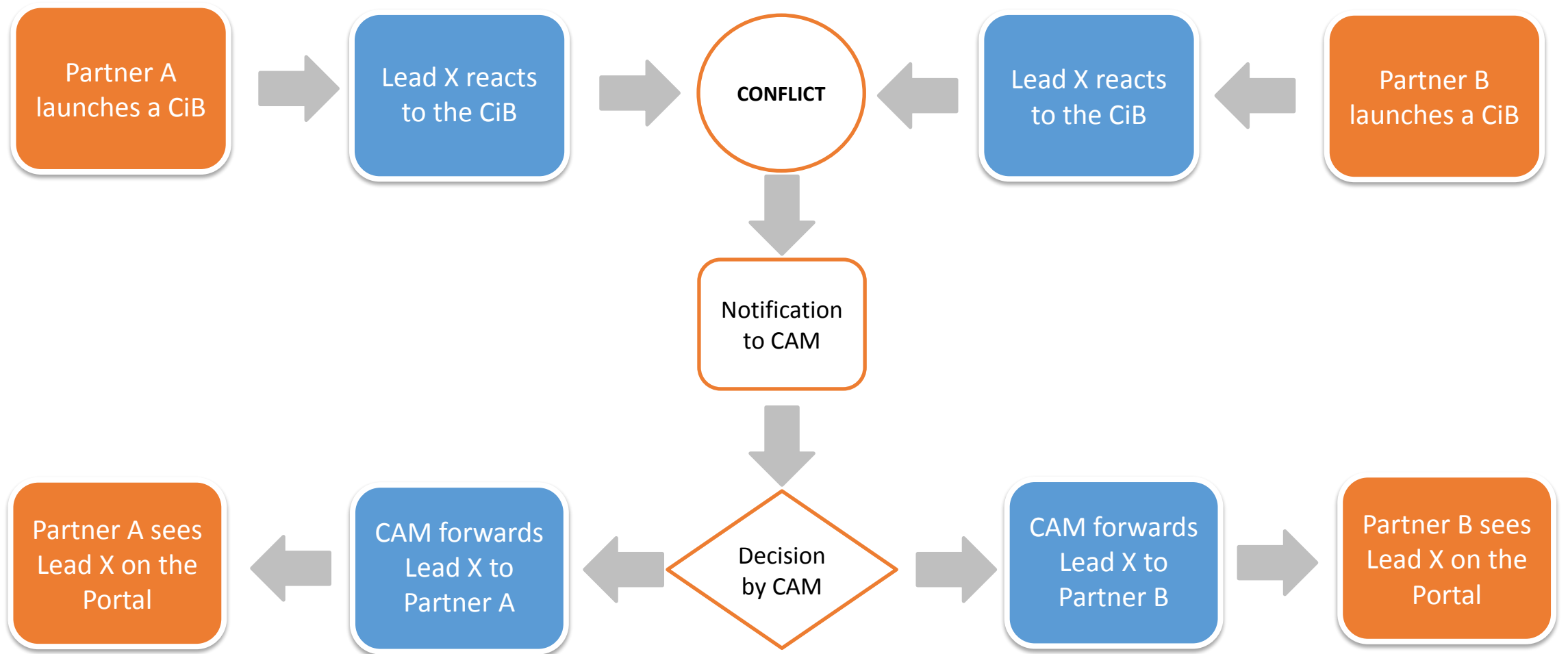
# Campaign-in-a-Box (CiB): concept & flow



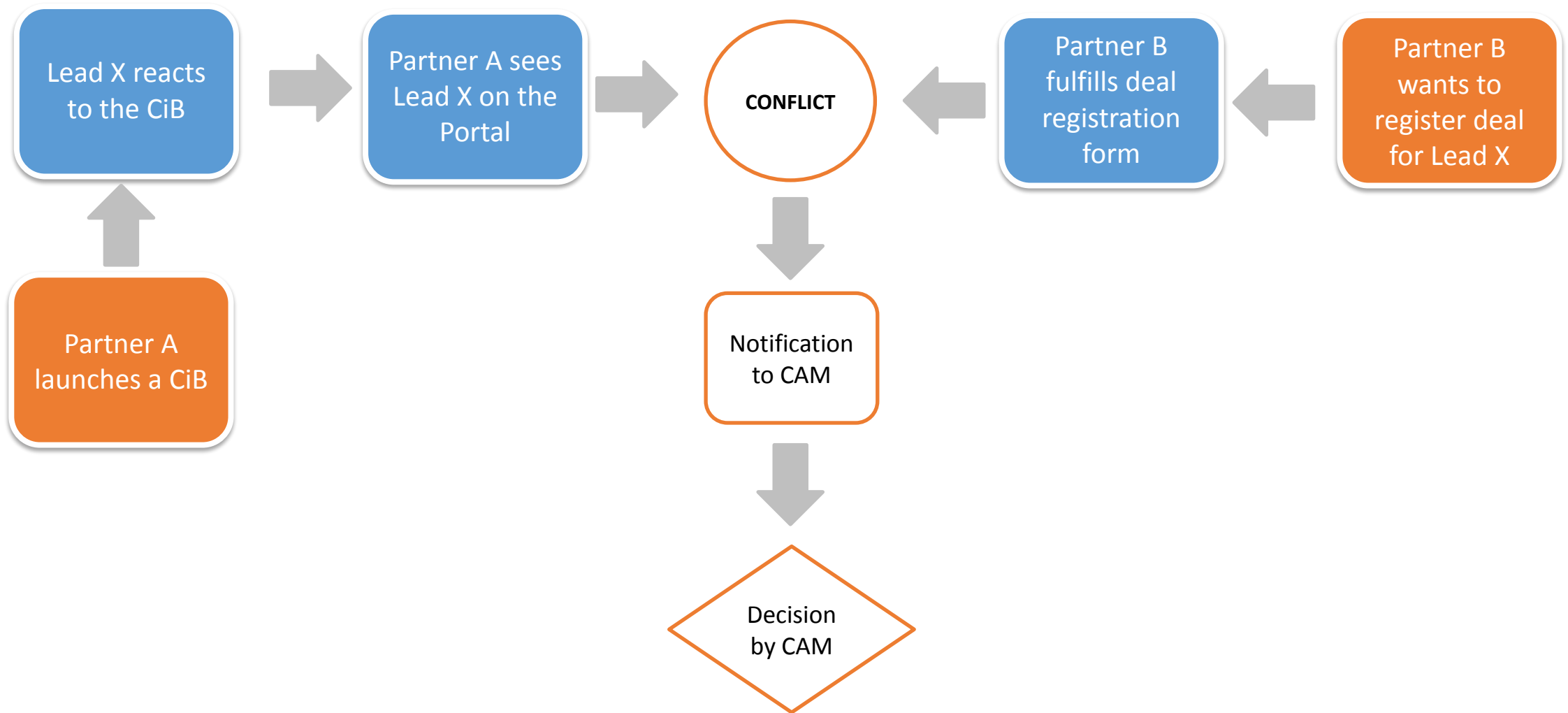
# Conflict case #1: NWX lead reacts to CiB



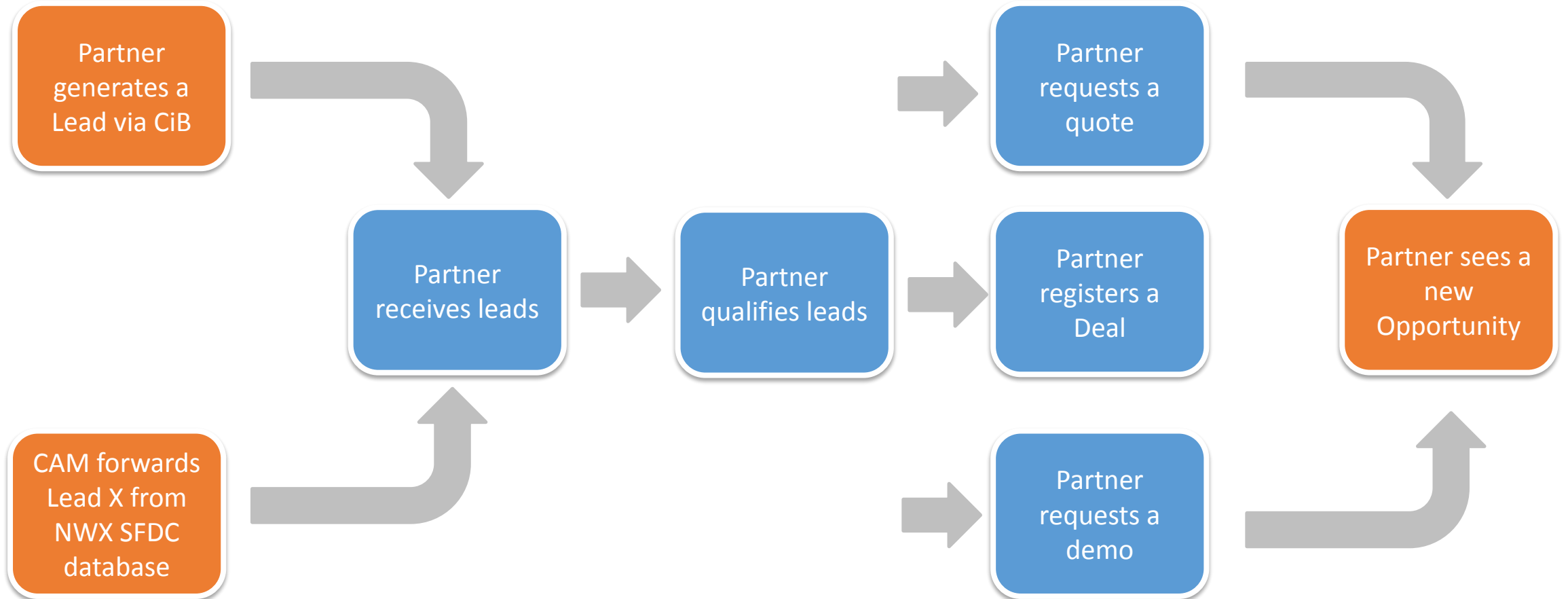
# Conflict case #2: Lead reacts to several CiBs



# Conflict case #3: Deal Registration for Partner Lead



# My Pipeline: concept & flow

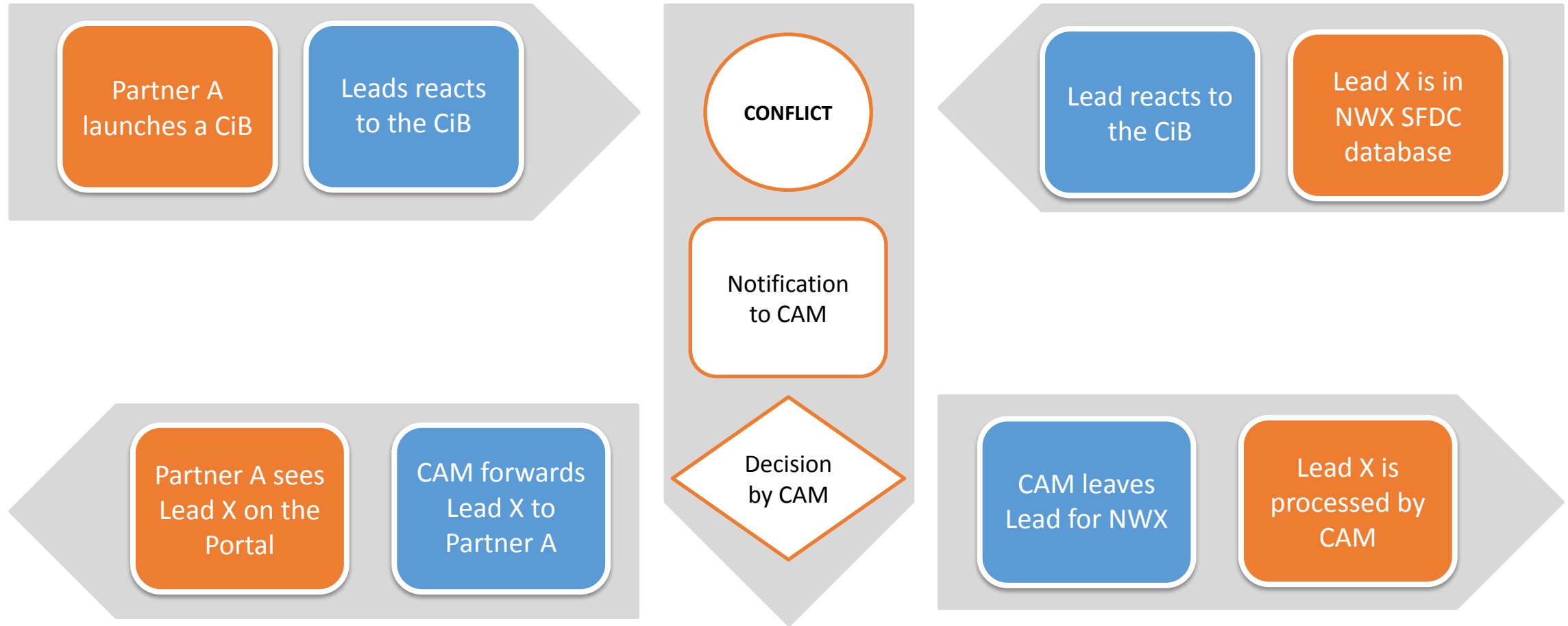




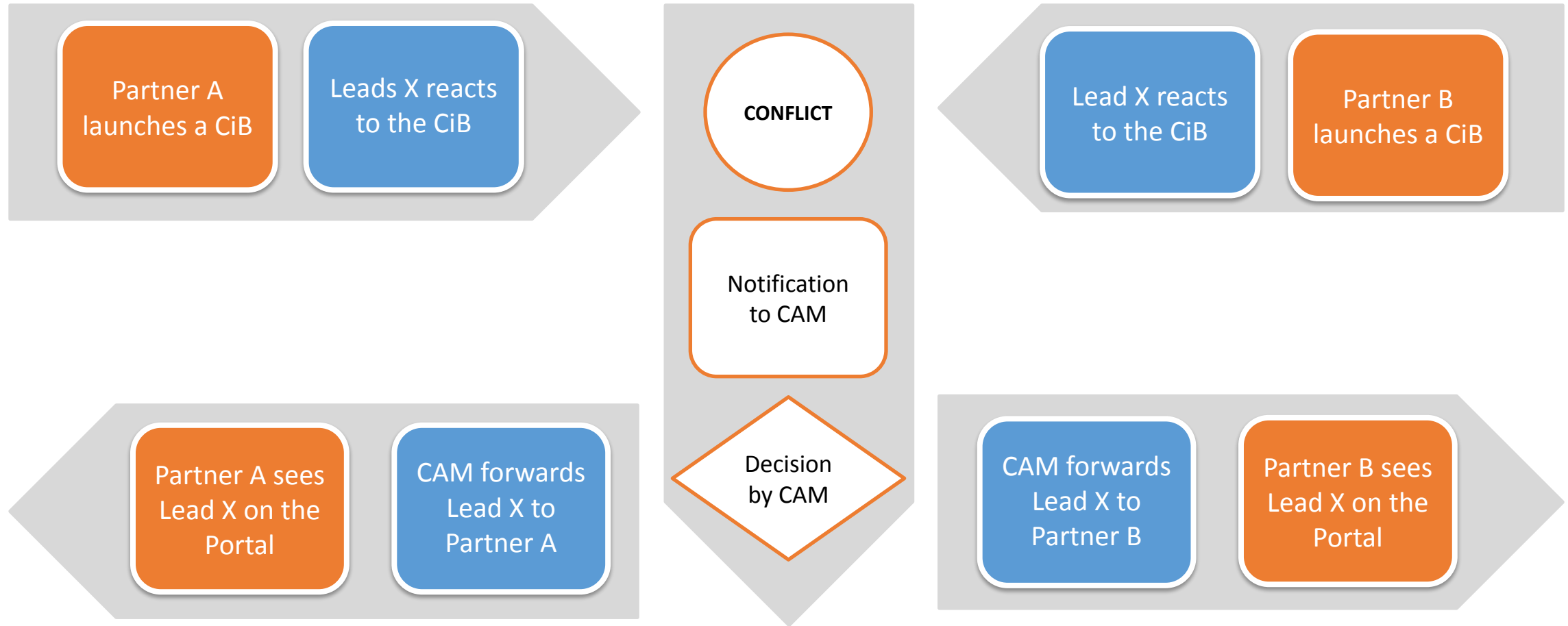
Thank You!



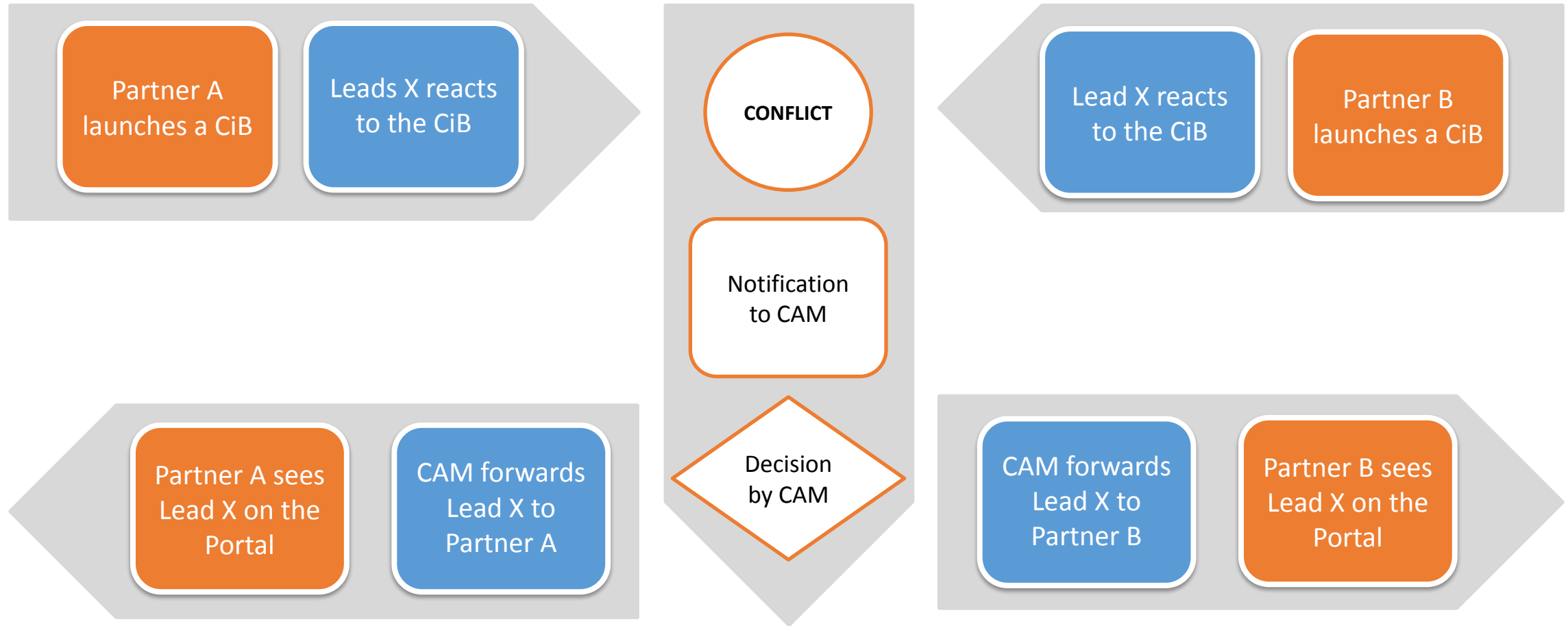
# Conflict case #1: NWX lead reacts to CiB



# Conflict case #2: Lead reacts to several CiBs



# Conflict case #2: Lead reacts to several CiBs



# Conflict case #3: Deal Registration for Partner Lead

