



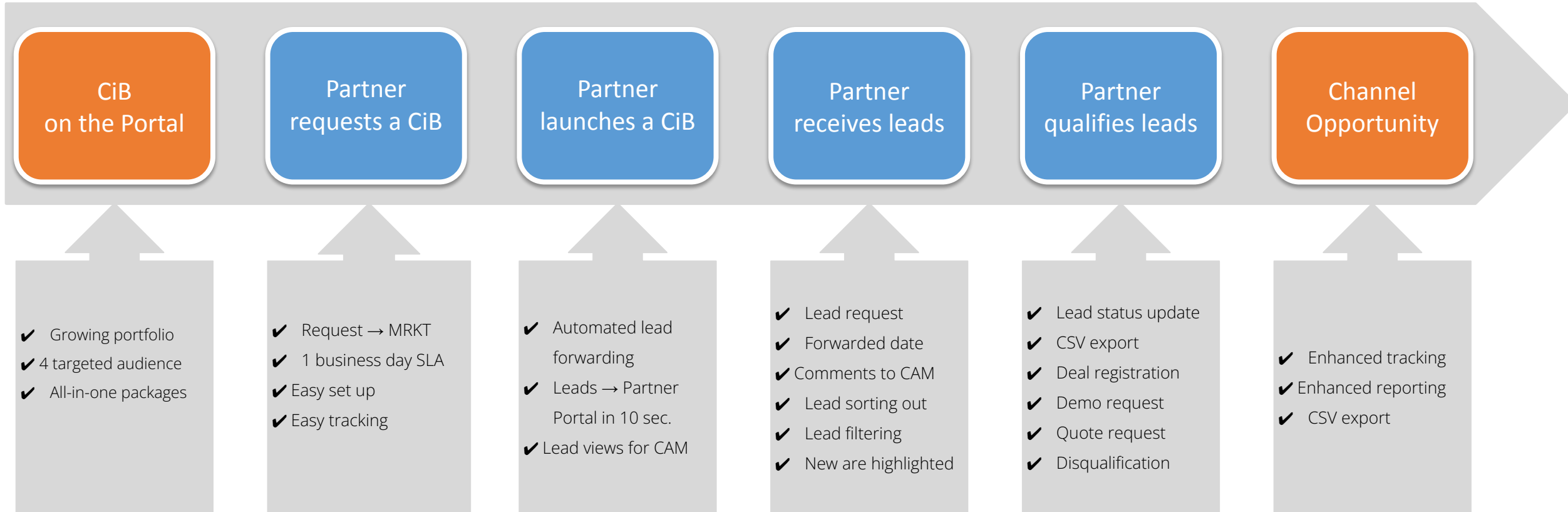
My Pipeline & Campaign-in-a-Box

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Channel Marketing & Operations Team Lead
01/09/2017

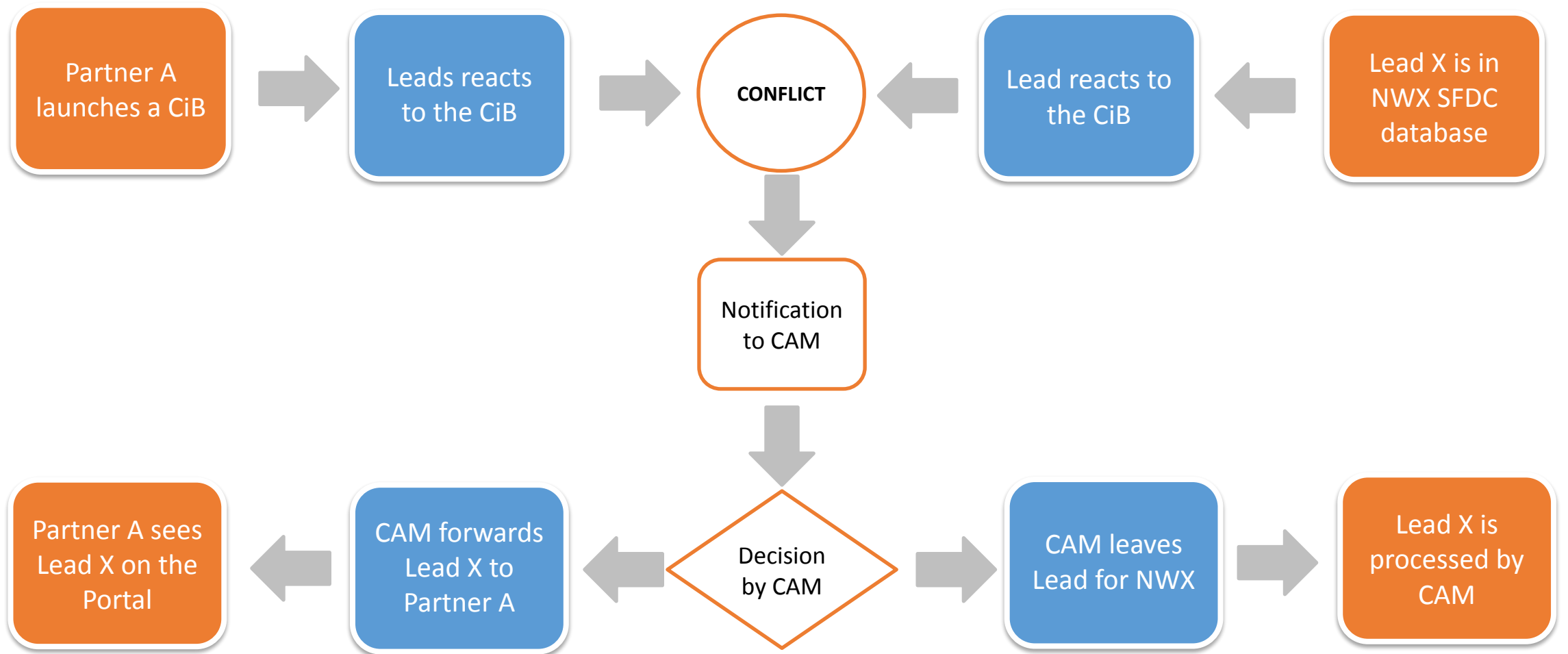
| Agenda

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

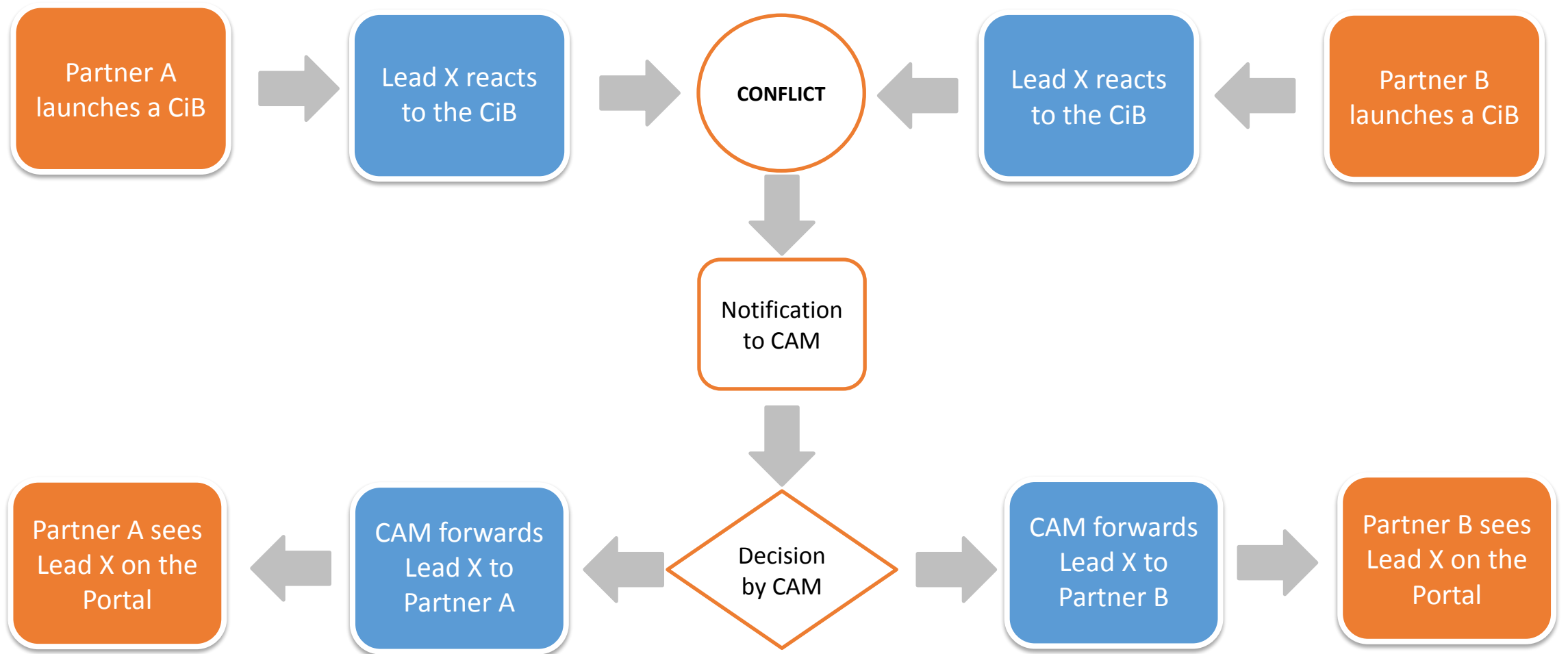
Campaign-in-a-Box (CiB): concept & flow



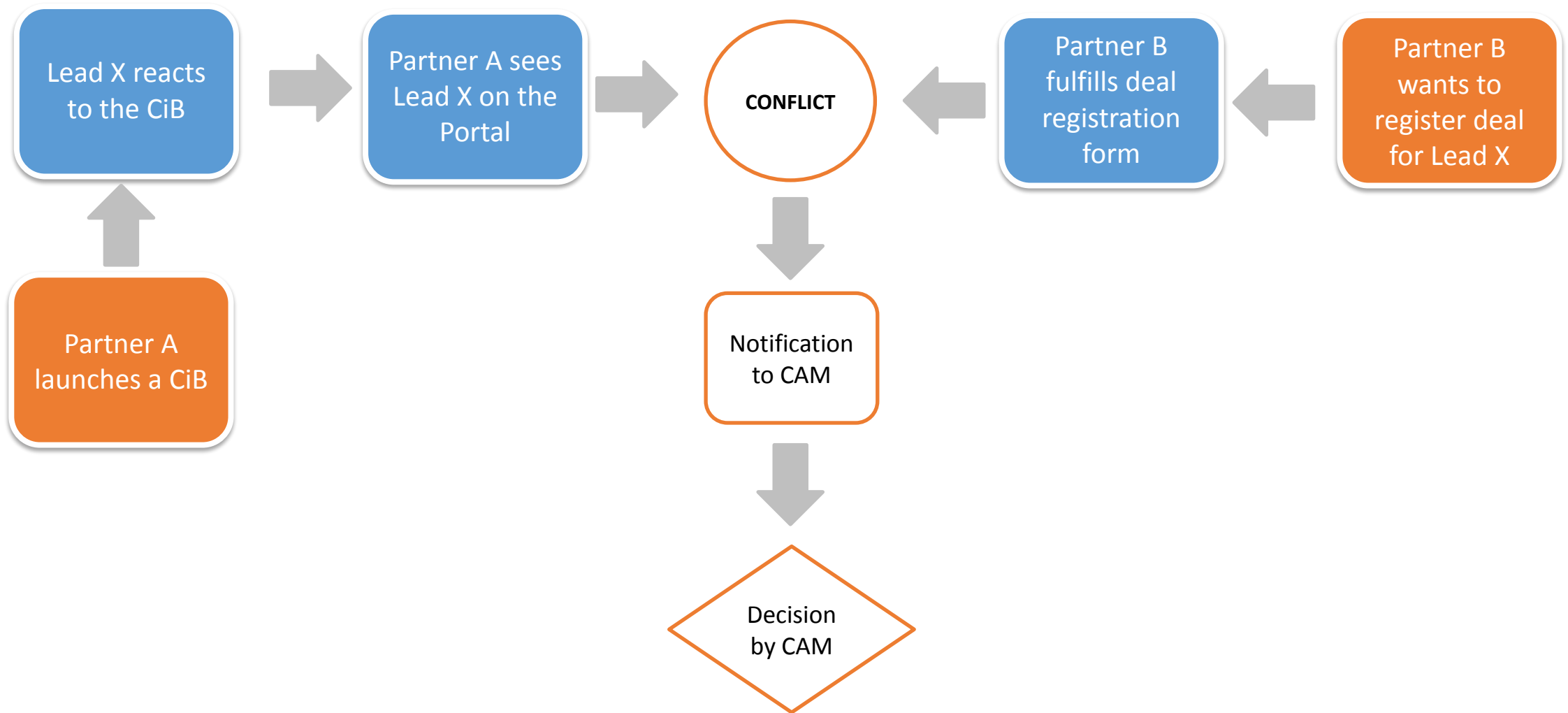
Conflict case #1: NWX lead reacts to CiB



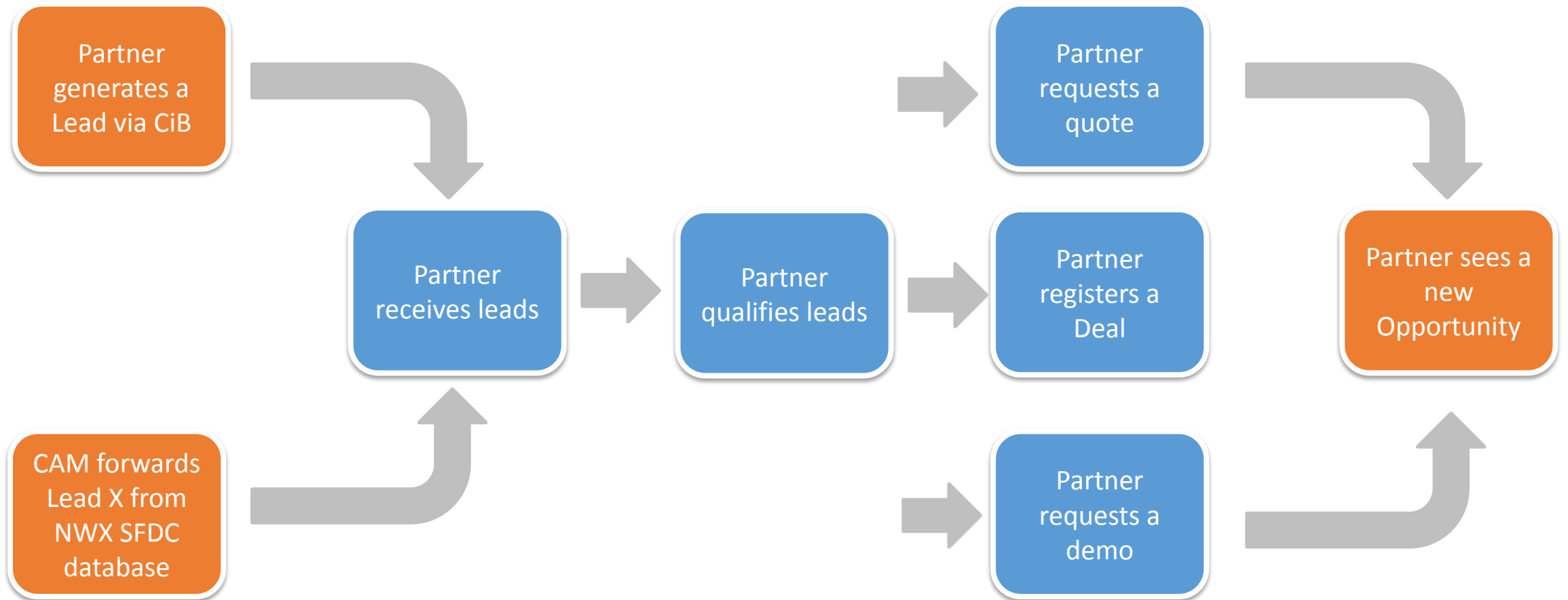
Conflict case #2: Lead reacts to several CiBs



Conflict case #3: Deal Registration for Partner Lead



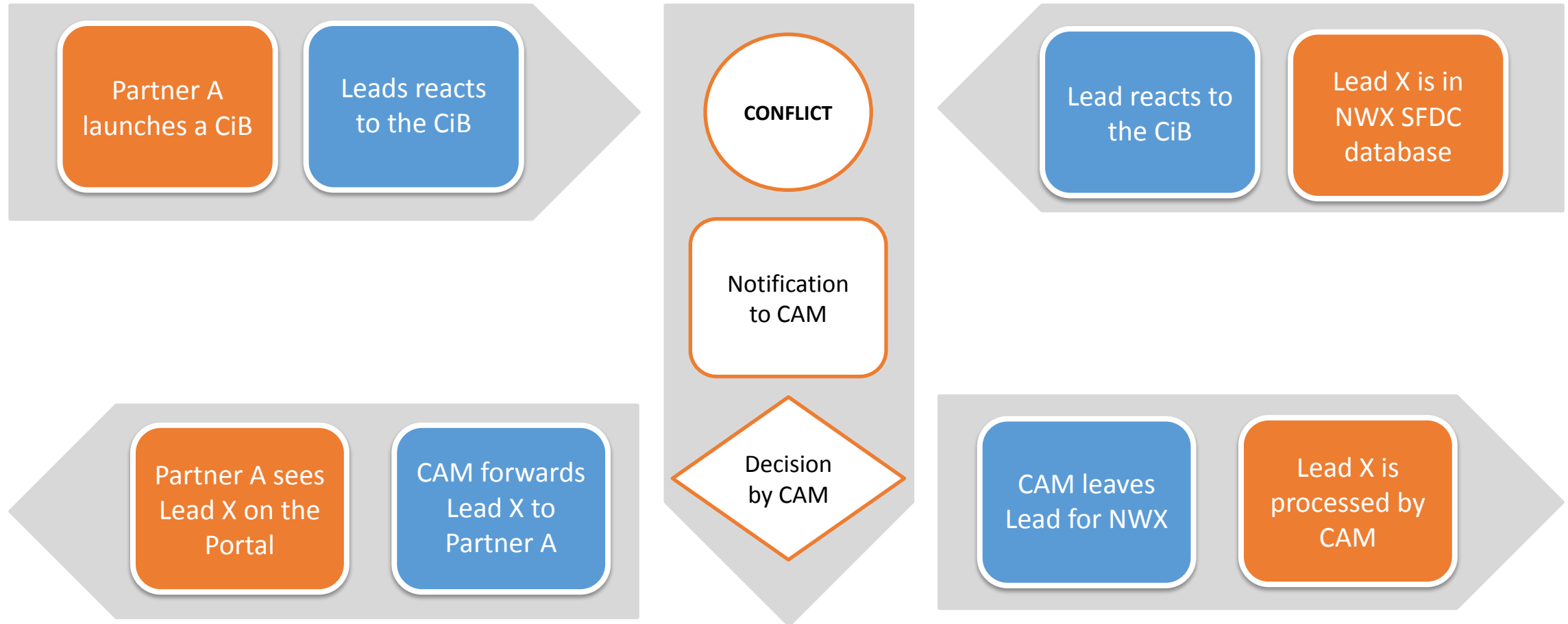
My Pipeline: concept & flow



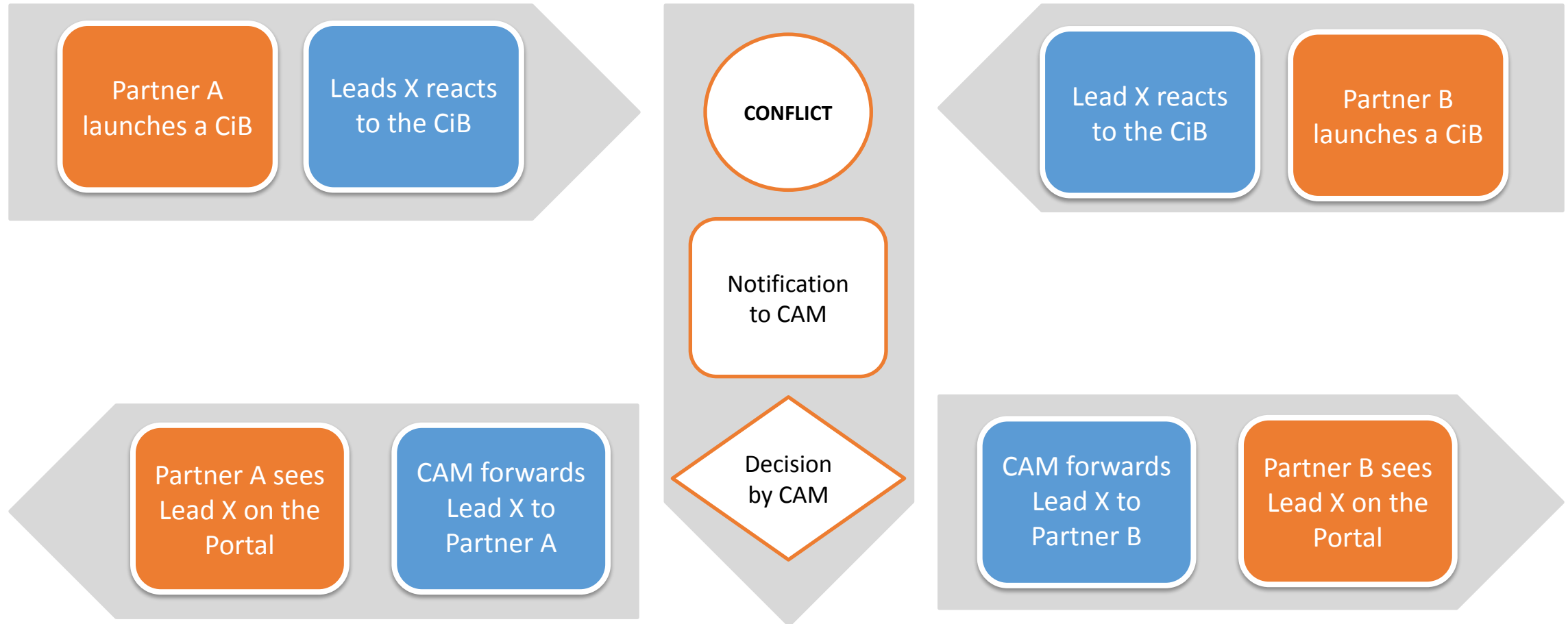


Thank You!

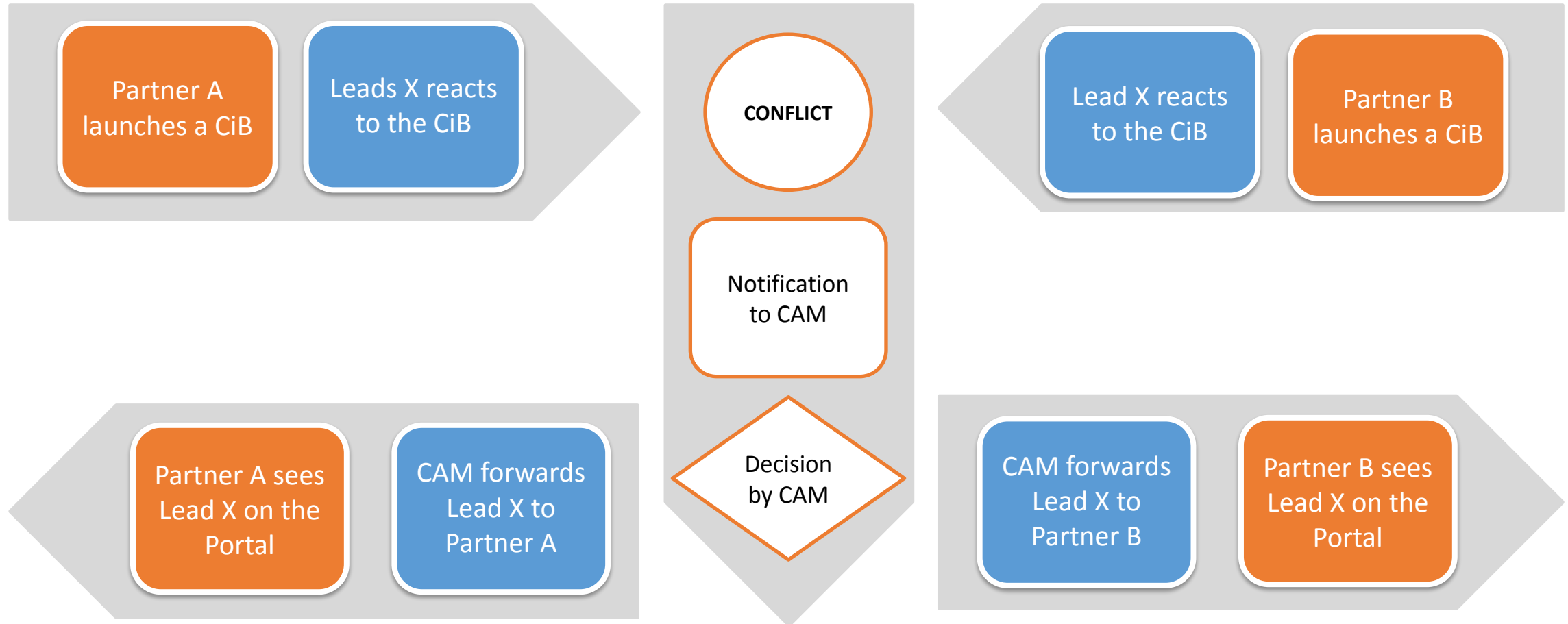
Conflict case #1: NWX lead reacts to CiB



Conflict case #2: Lead reacts to several CiBs



Conflict case #2: Lead reacts to several CiBs



Conflict case #3: Deal Registration for Partner Lead

