Atos Unify Academy

Unify Office Sales Professional - Module 8 - Customer Success Stories

Course code UOSPM08SDV

Target Group   Unify Partners and internal Sales and Ops teams.

Course language	Delivery type	Duration
English	WBT	20 min.

Course description

Customer Reference Stories Overview:
 References are an important asset in communication today, be it via social media, as content on a website, to illustrate use cases or in customer presentations. Success stories are a great instrument to underpin the reputation and good standing of a company in the market. They also show our top performance from the customer´s point of view. This makes them a clear recommendation for prospects and other customers to also work with Unify in the future.
 In addition, references provide essential support for sales in illustrating use cases, but they also underline our skills, expertise and illustrate our implementation capabilities. They can be used for a sales pitch or simply in discussion with the partners / customers.
 In the attached presentation you can see 7 case studies of customers, who have successfully implemented Unify Office and have agreed to share their success. They came from different industries (education, insurance, entertainment, communications, healthcare) and the common idea is for them to optimize their business with the help of Unify Office.
 Success Stories Location:
 The easiest way to see all the available success stories, which can be shared with partners and customers is to check the Success Stories section of the Unify web site:

Success Stories - Unify
https://unify.com/n/success-stories
 There you can find the most up-to-date information including pdf files with all the information about the solution, partner, and customer and in some cases video stories.

 In case you need any additional information, please don□t hesitate to reach out to:

Doris Ammann
Maria Zharova

Learning Target

Users will become familiar with the following topics:

- Customer Reference Stories Overview: The importance of customer reference stories for reputation, brand awareness and for sales enablement.
- Success Stories Location: Where to find the relevant success stories for the respective solution or industry vertical.
- Selection of 7 customer success stories about Unify Office in the PPT.

Prerequisites

Unify Office Sales Professional - Module 1-7

Contents

Customer Success Stories
- Customer Reference Stories Overview: The importance of customer reference stories for reputation, brand awareness and for sales enablement.

Success Stories Location:
- Where to find the relevant success stories for the respective solution or industry vertical.
- Selection of 7 customer success stories about Unify Office in the PPT.

Curricula

This course is part of following curricula
- [Unify Office Sales Professional](#)

Tests and Certificates

This course prepares following certification:
- [Unify Office Sales Professional](#)

Comments

Web Based Training:
- For participation and booking a myTraining-Account is required

System requirements:
- PC with sound card and stereo headset / speaker is required
- Screen resolution at least 1280*1024
- Windows 7 or higher
- Browser: Chrome, Firefox, Internet Explorer 9 or higher, Safari
- Javascript has to be activated

Further information:

Please contact us for further information or bookings:

Email   academy.exc@atos.net

Website   http://www.unify.com/academy