

# MORE MEETINGS = MORE SALES

Create more successful meetings and prove that you can measure the value of pre-booked meetings at conferences and trade shows.

## SUMMITSYNC ANSWERS THE THREE MAJOR QUESTIONS ALL CONFERENCE AND TRADE SHOW ATTENDEES HAVE:

1

### WHO SHOULD I TARGET?

Predictive targeting helps identify which of your prospects will be at the same event as you.

2

### HOW DO I MEET THEM?

Pre-book sales meetings and locations with the click of a button.

3

### WHAT'S MY ROI?

Evaluate sales team performance at every event and receive future event recommendations.

## SUMMITSYNC IN ACTION: **IoT WORLD 2018**

**3x**

On average, platform users scheduled 3X more VIP meetings for their executives from the previous year.

317 meetings scheduled

2018

105

2017



SummitSync has helped our entire trade show marketing strategy be more efficient by focusing on quality rather than quantity. Our sales team loves how they can schedule more meetings with less manual work and our marketing team loves being able to easily track ROI and follow-up from interactions at every trade show.

ADRIENNE WEISSMAN, CHIEF CUSTOMER & PARTNERSHIPS OFFICER, G2 CROWD

# SMARTER MEETINGS DRIVE MORE REVENUE

## BRIDGE THE EVENT ARC

SummitSync helps sales teams navigate the lifecycle of conferences and trade shows.

### PRE-EVENT COORDINATION

Target the most relevant prospects to meet | Easy scheduling | More relevant meetings

### ON-SITE MANAGEMENT

Meeting management | Readily available locations and resources | Track team member performance

### POST-EVENT ANALYSIS

Track event ROI | Strengthen team accountability | Yearly performance data

## SIMPLIFIED TRADE SHOW MARKETING



**IDENTIFY** the best prospects to meet and events to attend



**SALESFORCE INTEGRATION** eliminates the reliance on manual entry by sales reps



**SCHEDULE** and manage meetings to allow more time for sales prep



**TRACK REVENUE** opportunity from every conference and trade show

## READY TO MEET YOUR MEETING GOALS?

To learn more or schedule a demo, contact us at [sales@summitsync.com](mailto:sales@summitsync.com)