



2016

ANNUAL
AWARD
PROGRAM

AGENDA

- Opening Remarks, Fred Diamond
- Breakfast Served
- Lifetime Achievement Tributes
- Keynote, Tom Snyder
- Sales Excellence Awards
- Member of the Year, Brian Green
- Lifetime Achievement Award,
Art Richer, Steve Charles & Jeff Copeland
- Photos and Networking

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CONGRATULATIONS
To All the IES Award Finalists

EXCELLENCE

**SALES
INNOVATION**



With the help of Triblio, WDG and Eloqua, DLT developed account-based content microsites for its customers to help them optimize their technology investments.



The Dataprise WIN Customer Acquisition Program is a multi-faceted approach that led to a 35% increase in qualified sales-ready web leads.



The launch of Learning Tree's Workforce Optimization Solutions (WFOP) has increased pipeline opportunities by 400%. Learning Tree Client Solutions Consultants can more actively engage with senior business stakeholders and deliver business impact, not just certifications.



By integrating Account Management and Customer Success Teams into the Sales process, long term customer retention and relationships have significantly grown. This was a major achievement for the young company.



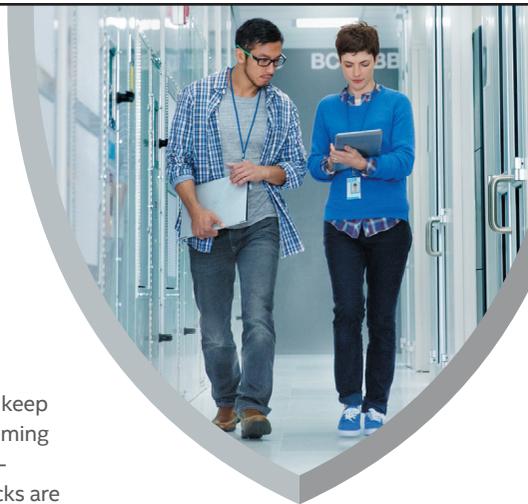
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EXCELLENCE

SALES TRAINING

Deltek.

Deltek implemented a new sales engagement strategy to improve how Sales and Solutions Engineering teams work together internally and externally, while delivering best-in-class support to clients during the buying process.

RES

By deploying white boarding, RES now has a single, aligned message across sales and marketing they are using to sell. The message is broken down in a digestible manner that helps onboard new employees more quickly and helps guide sellers when in different sales cycles and use cases.

StoneStreet Capital

Stone Street Capital has spent thousands of hours developing baseline online training for sales skills and techniques. By the time an entry-level rep has completed the course they will have had at least 80 live coaching sessions and have made some 48,000 outbound calls.

TrackMaven

TrackMaven's Agile Sales Academy ensures that sales people not just learn every day from each other, but product managers, engineers and our own marketers participate in the learning as well.



EXCELLENCE

TEAM BUILDING MANAGEMENT & DEVELOPMENT



Combined with an aggressive relation-driven "experiential and value-based" sales event and marketing strategy, the team has seen double digit revenue growth over the past two seasons.

HOBSONS

To elevate customer service, the Hobsons Sales Leadership team made a significant investment in fully integrating its sales methodology to drive seller engagement and improve the overall customer experience.

PROXIOS

Proxios enacted a huge shift from transaction-based sales operations to a process-driven, consultative approach. This huge shift has resulted in a team that is cohesive, focused, and committed, with a pipeline that is generating annual growth rates in excess of 30%.

WEDDINGWIRE

WeddingWire's sales leadership created unique processes and oversight procedures to ensure distance did not inhibit the on-boarding process, team camaraderie or rep experiences of the company's geographically dispersed sales teams.



Congratulations to

Art Richer
Jeff Copeland
Steve Charles

**Lifetime Achievement
Award Winners**

The immixGroup team thanks you
for helping to build our careers!



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EXCELLENCE

CUSTOMER PARTNERING



Decision Lens worked with the Calgary Flames to transform its organization by identifying and drafting Johnny Gaudreau, a player they had previously overlooked.



Iron Bow's TED, "Telehealth Education Delivered," helped sales reps educate healthcare clinicians across the U.S. on the benefits of telehealth, while debunking myths that these technologies are impersonal, cumbersome and hard to use for patient care.



By taking a step back to listen to the client, what started as a simple equation of space and storage, quickly changed to include alternative options and unique design solutions to fit the changing landscape of the client's project.



Winvale's successful partnership with dozens of state governments to provide identity, fraud and threat solutions to its employees has helped the company more rapidly build out its platform and bring on several premier clients across the legal, financial, healthcare and consumer goods industries.



EXCELLENCE

ALLIANCE MANAGEMENT



The Carahsoft VMware team worked with VMware and a government customer to develop and manage a cloud solution that enabled savings of over \$1.25 million for the customer.



The *NHL & NHLPA Future Goals*TM Program, powered by Everfi, is an unprecedented partnership between a professional sports league and a players' association, and represents one of the largest digital learning initiative supported through public-private partnership to be deployed in the United States or Canada.



By implementing the LiveSafe platform and demonstrating commitment to their employees, Hearst significantly increased employee engagement around safety, which led to more actionable, crowd-sourced intelligence and improved dialogue around employee security and well-being.



The NetApp and Cisco FlexPod collaboration has helped simplify and modernize enterprise IT so that organizations can achieve better business outcomes.



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Video Services
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LIFETIME ACHIEVEMENT



Art Richer



Steve Charles



Jeff Copeland

MEMBER OF THE YEAR



Brian Green

KEYNOTE SPEAKER



Tom Snyder

appnetic applauds
the IES on its 6th
annual award event!

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Membership cost: \$199–\$979 per year (individual) or \$3,000 (corporate). Check out the monthly schedule and register at www.i4esbd.org.



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