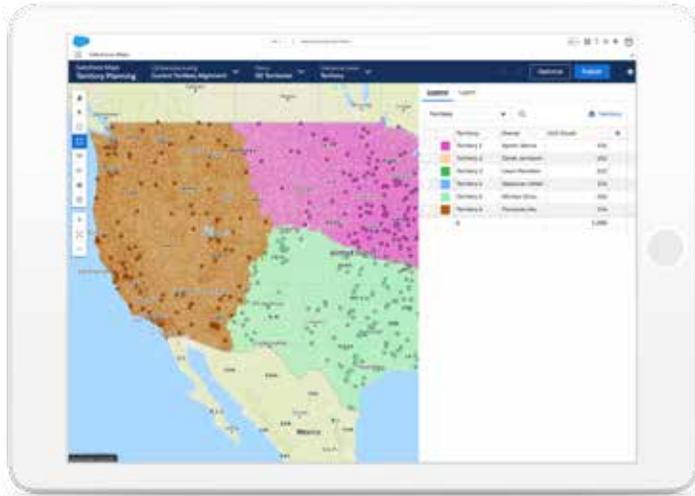


# Salesforce Maps

## Territory Planning



**D**esigned to manage the rapidly changing deployment needs of today's field forces, Territory Planning gives companies a way to build, collaborate on, and optimize the perfect sales territories, eliminate guesswork and align to business goals.



“The most important benefits are related to time and efficiency. By not relying on constant meetings, spreadsheets passing back and forth and facing downstream changes when accounts are not assigned correctly, we save tremendous amounts of time and increase accuracy during territory planning activities.”

Vice President  
Medium Enterprise Media &  
Entertainment Company

## What's included in Territory Planning?

Territory Planning allows business leaders to quickly and efficiently create better territories to reveal how many reps are needed, determine exactly where they need to be, and maximize sales resource capacity.

- 1. Advance Territory Management & Resource Optimization** - Build and realign optimized territories which maximize geographic potential and reach, without affecting current plans. Drive morale with equitable, efficient territory boundaries that enable reps to more service more accounts in less time with the information they need at their fingertips.
- 2. Leverage Optimized Territories to Create Optimal Routes & Schedules** - Create the foundation for the most comprehensive territory plans for your field reps, complete with daily and weekly routes that yield more visits in less time. Maximize capacity of your field resources by leveraging drive-time and road networks to put routes in the right place.
- 3. Manage Territories Inside of Salesforce** - Maximize investments by leveraging a complete territory design and maintenance solution certified and integrated with Salesforce. Easily manage and communicate territory configurations with leaders and field reps. Quickly create, view, and share reports or dashboards that visualize territory success.

Customers have seen the following results from Territory & Route Optimization:



**For More Information**  
Contact your account executive to learn how we can help you accelerate your CRM success.

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