

Vertex for Sales

Sell faster with an exceptional buying experience —
No Travel Required

Today's market demands an agile, fast, and responsive sales cycle that delivers high quality products for manufacturers and customers alike. For complex products, customers may require custom configurations and rapid iteration. With the pressure to stay profitable, meet deadlines, win new business, and build customer loyalty, sales and pre-sales engineering teams need to embrace a digital strategy that pushes them ahead of the competition.

Today's Limitations to Sales Productivity

Powered by today's digital technologies, sales teams benefit from accessing, visualizing, and sharing 3D product data with their customer base. However, many teams struggle to share, access, and exchange information using traditional methods:

1. 2D drawings & PDFs. Most sales teams don't have a way to fully visualize or share 3D models with customers. 2D drawings, screenshots, or PDFs rarely provide the level of detail needed to make high quality decisions.
2. Spreadsheets & catalogs. When showcasing different configuration options, sales teams are stuck presenting without visuals. This means that customers may choose options that can't be built or can't see what their order looks like.
3. Required rework. Most sales teams have a top priority to close profitable deals with a faster sales cycle. But current cumbersome workflows lead to missed opportunities for improvement and lead to extensive rework.
4. Lost Dollars. Companies spend countless dollars and time traveling on-site or waiting on back and forth communication with poor collaboration methods. This challenge is compounded with remote access challenges.

"We spend a lot of time and money traveling on-site or waiting for back and forth communication on a 2D PDF via email or FTP. We want customers to have better interaction with the model before they purchase."

Kyle Wiesner
ENGINEERING MANAGER, TEREX CORPORATION

Improve revenue growth & connect with customers

Vertex enables sales teams to unlock meaningful conversations with customers. Share rich, interactive 3D visuals to uncover true market needs, gather insightful feedback, and push new business forward faster. Sales teams and customers alike can access high fidelity images that are fully aligned with product data. No deployment or admin, no special hardware or software needed, and completely secure.

Increase market share with speed and confidence.

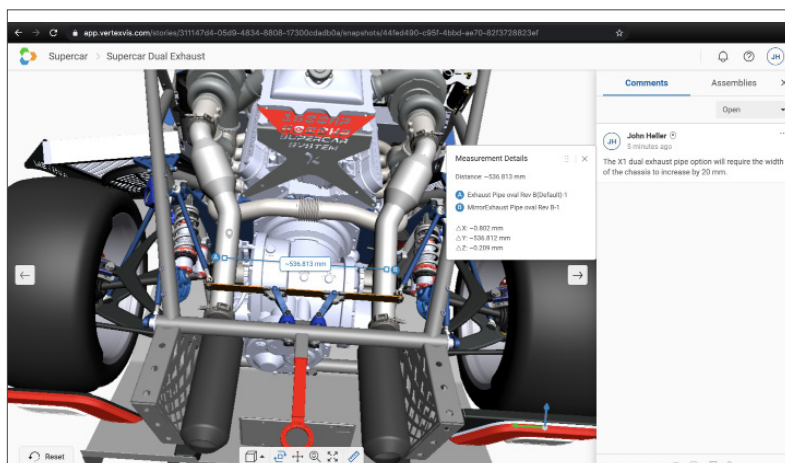
Instantly share interactive product visuals to fast-track customer input and engagement:

- Gather feedback early in development to ensure a timely, profitable product launch
- Create a competitive advantage with interactive experiences
- Partner with customers to provide the best solution

Boost productivity and win rates

Reach your customers in a new way. Gain access to the data you need without managing multiple formats and tools:

- Quickly merge models and data regardless of file format
- Package proposals with high fidelity 3D visuals accessible from any device
- Reach customers ahead of your competition with instant access and collaboration



" Seeing the location of different components in proximity is very hard for the untrained eye to do on a 2D PDF. The ease of which we can now share 3D models minimizes cost and complexity by giving the customer a more thorough opportunity to review designs."

Kyle Wiesner

ENGINEERING MANAGER, TEREX CORPORATION

About Vertex Software

Vertex Software's cloud-based, digital twin platform fuels team collaboration by unlocking 3D data and providing aligned visuals across engineering, procurement, manufacturing, sales, marketing, service, and the supply chain. Vertex helps teams accelerate review processes, make better decisions, incorporate innovations from their supply chain, and protect their IP. We eliminate the need for specialized hardware and software so everyone in your extended enterprise can access the information they need wherever and whenever they need.