

7 THINGS TO CONSIDER WHEN BUYING SALESFORCE EINSTEIN ANALYTICS.

1. DOES SALESFORCE EINSTEIN FIND & CONNECT NEW CONTACTS BURIED INSIDE OF SALES REP AND CSM INBOXES?

DOES SALESFORCE EINSTEIN AUTOMATICALLY ASSOCIATE CONTACTS WITH THE RIGHT OPPORTUNITIES?

2.

3. DOES SALESFORCE EINSTEIN DEPEND ON SALES REPS ADDING AND ASSOCIATING NEW CONTACTS TO OPPORTUNITIES?

WHAT PERCENTAGE OF CONTACTS AND ACTIVITIES DOES SALESFORCE EINSTEIN NOT COLLECT OR MISS?

4.

5. DOES SALESFORCE EINSTEIN OFFER OUT-OF-THE-BOX REPORTS MEASURE AND TRACK OPPORTUNITY RISK AND ACTIVITY INTELLIGENCE?

HOW CONFIGURABLE IS SALESFORCE EINSTEIN? CAN YOU ADD YOUR OWN BUSINESS RULES THAT INFLUENCE THE PREDICTIONS?

6.

7. HOW ADAPTABLE IS SALESFORCE EINSTEIN TO YOUR FORECASTING PROCESS AND CADENCE?