

VALOREM REPLY'S MARKETING & FIELD TECHNICAL ENABLEMENT SOLUTIONS



WWW.VALOREMREPLY.COM

Valorem Reply's Sales Readiness & Technical Enablement Solutions provide a comprehensive approach to ensure program success. As a trusted partner for some of the world's largest technology brands, owning several mission-critical marketing, partner, and engineering platforms, Valorem Reply has a unique and deep expertise in the symbiotic ecosystem of technology organizations. Our team of experts can be

the liaison between you and engineering to help craft technically-sound and customer-centric messaging to help sell your product's features in a compelling way. We pride ourselves on our ability to craft compelling messaging, positioning, and narratives that resonate with your target audience. Our technical enablement solutions provide your field and partners with the tools and knowledge necessary to sell with confidence.



STORYTELLING CAPABILITIES



Customer Immersion Experiences, Demos, and Simulated Demos



Creative Solutions for Scenarios with Complex Requirements



Self-Serve and Group Learning Workshops



Automating Tenant Configuration and Content Hydration to Mimic User Activity



Storyboarding and Demo Narrative Development



Technical Writing, Copy Editing, and Messaging



Expertise in Multiple Content Modalities





OUR FORMULA FOR A BETTER STORY

Engineering

- Understanding Product Nuances
- Communicating Roadmap Changes
- Connecting Product Dependencies

Field & Partner

- Identifying Sales Needs and Gaps
- Showcasing Demos Effectively
- Enhancing Sales Enablement Content
- Direct Feedback Loop Through Co-Selling Motions



Provisioning

- Streamlining Tenant Content for Best Demo Experience
- Hydrating Tenant with Best Content for Successful Demo Delivery
- Creating and Enhancing Tenant-Specific Content Packs

Marketing

- Managing Existing Programs and Projects
- Understanding Marketing Needs and Messaging
- Collaborating with the Field and Building Relationships
- Developing Roadmaps



Ask about how **Valorem Reply's Marketing & Field Technical Enablement Solutions** can help reduce the burden on your engineering teams so they can focus on more strategic tasks that drive your program forward.

Learn More >

