

**Close more deals.
Reduce discounting.
Avoid deals getting stuck.
Improve forecast accuracy.**

With Snap by Celonis

**So long intuition.
Hello insight and intelligence.**

Sales is at a turning point. As buying behavior has grown even more unpredictable due to COVID-19 and market volatility, intuition and hunch-based practices will no longer do.

But while companies have spent billions of dollars on their CRM, analytics, or sales automation software, these tools haven't delivered on their promise. They fail in giving you the hypervisibility you need to know where current processes are falling short, what can be improved, and how.

That's where Celonis Snap, the world's first free Process Mining platform, comes in.

**4 big benefits.
1 free solution.**

Celonis Snap provides a detailed, objective end-to-end visualization of your Sales process. It's the free, easy and fastest way to kickstart your journey to accelerated sales execution.

Increase close rates

See close rates at a glance and which process steps increase the probability to close deals (f.e. by adding an executive sponsor) or hamper it (f.e. by not reaching out within 48h).

Reduce discounting

See when and why process price changes happen (f.e. if the pain point discovery wasn't convincing enough) with an end-to-end process view — and drive action to avoid them in the future.

Avoid deals getting stuck

See key factors that extend or accelerate your sales cycle, or even make it unlikely to close the deal — so your team can leverage best practices and remove deal blockers.

Improve forecast accuracy

Enforce compliance and improve your forecast accuracy by catching and reducing "born-to-win" opportunities (that have suspiciously high close rates or suspiciously low sales cycle length).

How to get started

1

Upload

[Sign up](#) and upload your Salesforce data quick and easy with our “Salesforce Opportunity Management Quickstart”. Once you’ve uploaded your reports, get started right away with our pre-built and customizable analysis.

2

Identify execution gaps

With a snapshot analysis, you can see how your team performs and where inefficiencies affect your revenue. Identify and measure the KPIs that matter most to you, such as close rate, average deal size, sales cycle length, and forecast accuracy.

3

Optimize

With 100% transparency into your process, you can make data-driven decisions, faster. Take the right actions to empower everyone in your sales team, close execution gaps, and accelerate sales execution.

Getting started is simple.

But, if you need a hand at any point, we offer personalized support from Celonis experts, including 1:1 calls with a Snap specialist—also completely free.

