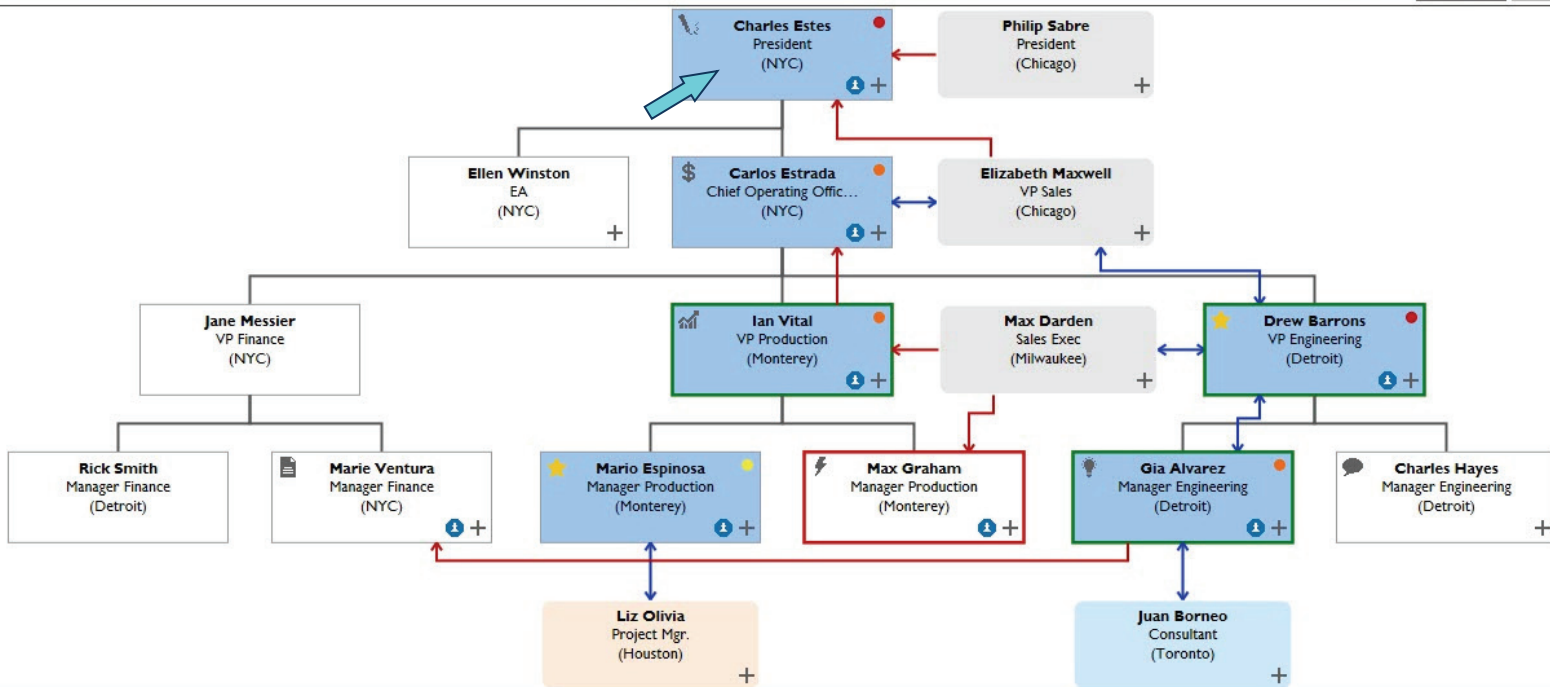


Click on the person you want to reconnect to Contacts in SFDC

Add Person saved on 06/11/17 11:14AM

Vista, Project Name, Price, Close Date

Legend Action... Save & Return Return



Select the person in SFDC by Show All or searching name

Account: Vista [change] My Player Maps | Org Player Maps | Org Admin | My Profile | Help

Add Person saved on 06/11/17 11:14AM Vista, Project Name, Price, Close Date - Rename Legend Action... Save & Return Return

Edit Person

Person: in Organization on Our Team

Search SF Contacts: in associated Account across all Accounts [Show All](#)

11 Contacts found.

Name: Carlos Estrada (COO) - NYC
Charles Estes (CEO) - NYC
Charles Hayes (Manager Engineering) - Detroit
Drew Barrons (VP Engineering) - NYC
Ellen Winston (EA) - NYC

Location: Gia Alvarez (Manager Engineering) - Monterey

Contact: Jane Messier (VP Finance) - NYC
Marie Ventura (Manager Finance) - NYC
Mario Espinosa (Engineer Networking) - Monterey

Player: Max Graham (Manager Production) - Monterey
Rick Smith (Manager Finance) - Detroit

Power: None Low Medium High

Preference: Positive Neutral Negative

Roles: Business Champion Competitor
 Contract Funds Pen Power
 Solution Source

Player Plan:

What do they want to achieve professionally and personally via the project?
Will be retiring in 3 years, and Estes wants to go out on top.

How does your value clearly show "Why work with you?" vs competitors?
Our solution is proven, and Estes will not "lose sleep" working with us, plus we project a 2 year payback.

Notes:
Turned around the company.
Goal is Vista 1 in industry.
Formula 1 fan.

Bridges: [Add Bridge](#) Add notes on bridges to clarify the foundation for your existing bridges or how you will build required bridges.

DELETE Cancel Update

Click Update to reconnect the Contact to new ABB-PG SFDC

Account: Vista [change] My Player Maps | Org Player Maps | Org Admin | My Profile | Help

Add Person saved on 06/11/17 11:14AM Vista, Project Name, Price, Close Date - Rename Legend Action... Save & Return Return

Edit Person

This person is an existing contact in Salesforce; changes to their Name, Title, Phone or Email will get updated in Salesforce.

Person: in Organization on Our Team

Search SF Contacts: in associated Account across all Accounts [Show All](#)

11 Contacts found.

Name: First: Charles Last: Estes

Reports to:

Title: CEO

Location: NYC

Contact: Phone: 212-555-1111
Email: cestes@vista.com

Player:

Power: None Low Medium High

Preference: Positive Neutral Negative

Roles: Business Champion Competitor
 Contract Funds Pen Power
 Solution Source

Player Plan:

What do they want to achieve professionally and personally via the project?
Will be retiring in 3 years, and Estes wants to go out on top.

How does your value clearly show "Why work with you?" vs competitors?
Our solution is proven, and Estes will not "lose sleep" working with us, plus we project a 2 year payback.

Notes:
Turned around the company.
Goal is Vista 1 in industry.
Formula 1 fan.

Bridges: [Add Bridge](#) Add notes on bridges to clarify the foundation for your existing bridges or how you will build required bridges.

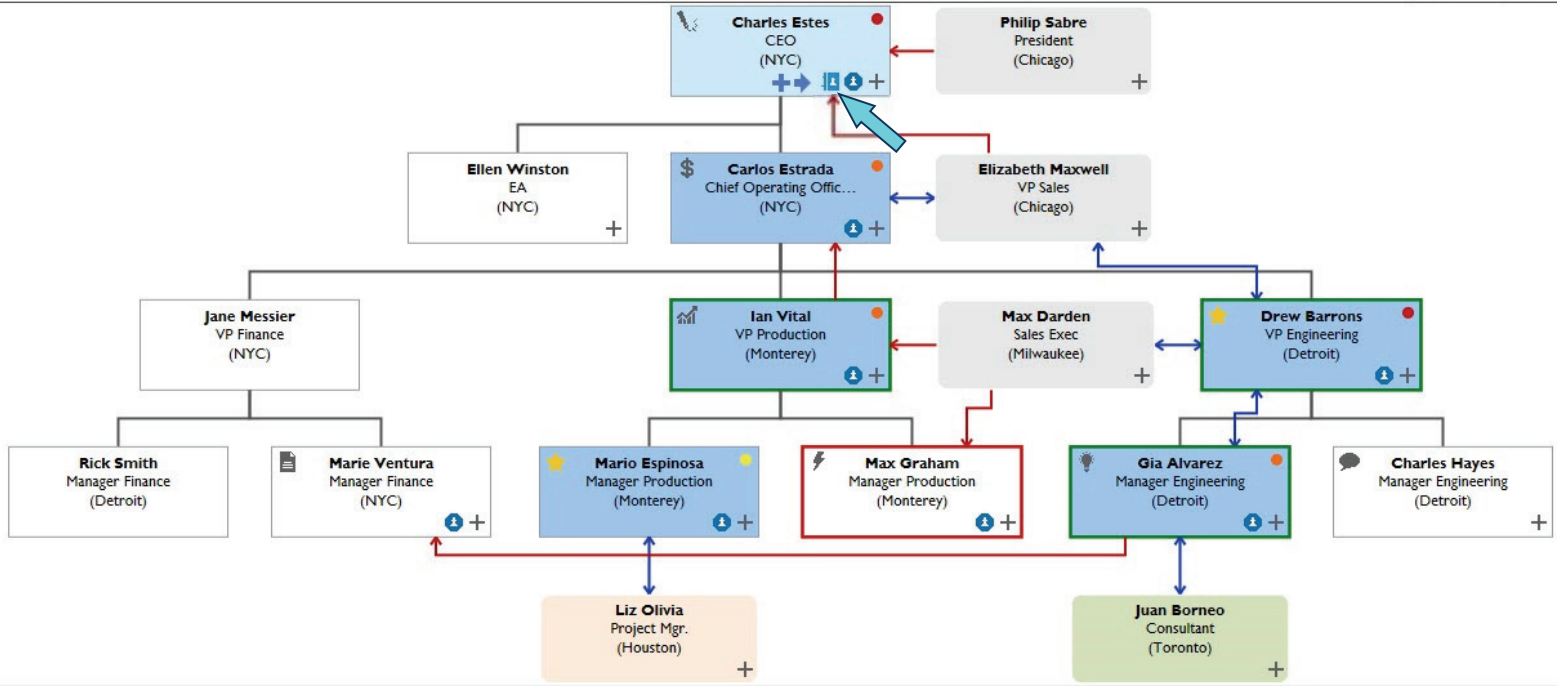
DELETE Cancel Update

PMX SFDC Contacts icon shows connected to SFDC

Add Person saved on 06/11/17 11:14AM

Vista, Project Name, Price, Close Date

Legend Action... Save & Return Return



Create contact if not in SFDC

PLAYER MAP X-RAY
Account: Vista [change] My Player Maps | Orq Player Maps | Orq Admin | My Profile | Help

Add Person saved on 06/11/17 11:27AM Vista, Project Name, Price, Close Date Legend Action... Save & Return Return

Add Person

Person: in Organization On Our Team as SF Contact

Search SF Contacts: in associated Account across all Accounts Show All

Name: First: John Last: Smith

Reports to: Charles Estes (CEO)

Location: NYC

Contact: Phone: 212-555-1111 Email: jsmith@vista.com

Player:

Power: None Low Medium High

Preference: Positive Neutral Negative

Roles: Business Champion Competitor Contract Funds Pen Power Solution Source

Player Plan:
What do they want to achieve professionally and personally via the project?
How does your value clearly show "Why work with you?" vs competitors?

Notes:

Bridges: Add Bridge Add notes on bridges to clarify the foundation for your existing bridges or how you will build required bridges.

Cancel Add

New Contact linked to SFDC

PLAYER MAP X-RAY
Account: Vista [change] My Player Maps | Orq Player Maps | Orq Admin | My Profile | Help

Add Person saved on 06/11/17 11:30AM Vista, Project Name, Price, Close Date Legend Action... Save & Return Return

Charles Estes CEO (NYC) Philip Sabre President (Chicago)

Ellen Winston EA (NYC) Carlos Estrada Chief Operating Officer (NYC) Elizabeth Maxwell VP Sales (Chicago) John Smith CIO (NYC)