

# PLAYER MAP X-RAY

## PMX for Salesforce® plusses versus old-fashioned Org Charts

- ✓ **Players**: see who has power and their role
- ✓ **Accounts**: open Player Maps in one click
- ✓ **Bridges**: shows relationship with Players
- ✓ **Contacts**: pull or create contacts in SFDC
- ✓ **IQ**: real-time coaching on every Player Map
- ✓ **Team Edit**: fuels collaboration and planning
- ✓ **Messages**: PMX emails coaching comments
- ✓ **Player Plan**: brainstorm winning over Players

The screenshot displays the 'Account Detail' page for 'Vista' in Salesforce. It features a 'Player Maps' section with a 'New Player Map' button and a list of recent maps. Below this is a hierarchical 'Player Map' diagram showing relationships between roles: Charles Estes (President, NYC) is connected to Philip Sabre (President, Chicago), Ellen Winston (EA, NYC), and Carlos Estrada (Chief Operating Officer, NYC). Carlos Estrada is further connected to Elizabeth Maxwell (VP Sales, Chicago), Jane Messier (VP Finance, NYC), Ian Vital (VP Production, Monterey), and Drew Barrons (VP Engineering, Detroit). Max Darden (Sales Exec, Milwaukee) is also shown. Below the diagram is a message thread with a 'Map' button and an '@' icon, indicating that messages are linked to specific roles in the map.



If questions, ping us at [pmx@playermap.com](mailto:pmx@playermap.com) or 1.414.921.2550