

# DON'T LET SALES BE DRIVEN BY COINCIDENCE. ORCHESTRATE THE CONNECTIVITY.

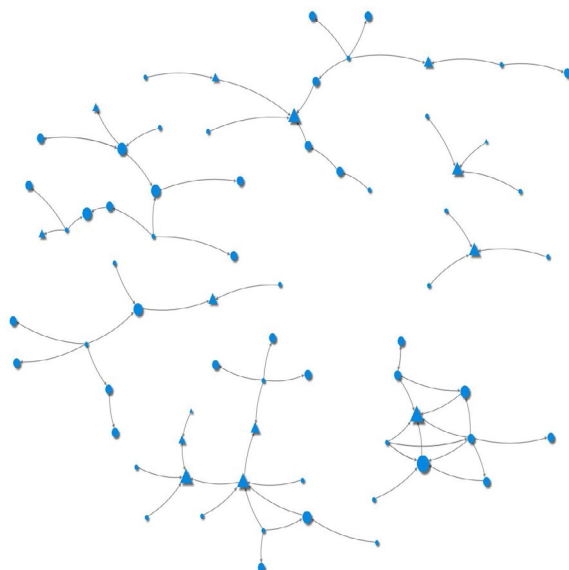
Read more about how these two sales organizations inside  
this global company with 6,000+ employees are connected:  
“Increase Your Sales With a Network-Based Approach” available on [www.innovisor.com](http://www.innovisor.com)



## GERMANY



*Sales teams operate  
individually*



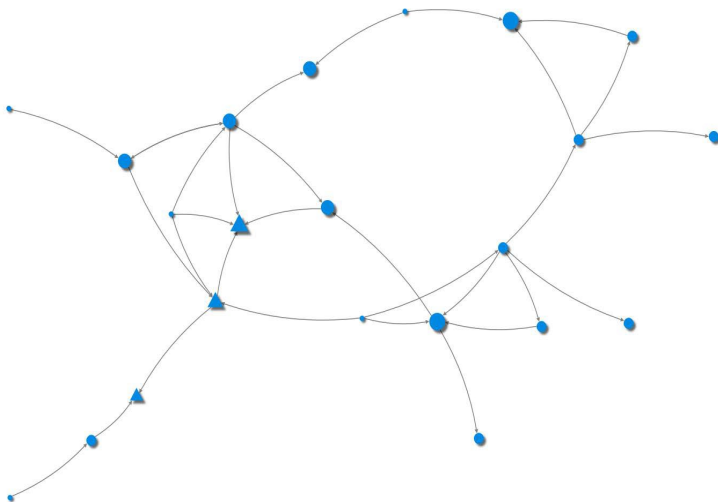
*They are only connected with a few  
in the rest of the organization*



## UNITED KINGDOM



*It only takes a couple of people to make the network  
fall apart*



*Fragmentation in the whole network results in slow  
information flows*



HOW ARE SALES  
EMPLOYEES  
CONNECTED IN  
THE SALES  
ORGANIZATION?

HOW IS THE  
SALES  
ORGANIZATION  
CONNECTED  
WITH THE REST  
OF THE  
ORGANIZATION?

# DON'T LET SALES BE DRIVEN BY COINCIDENCE. ORCHESTRATE THE CONNECTIVITY.

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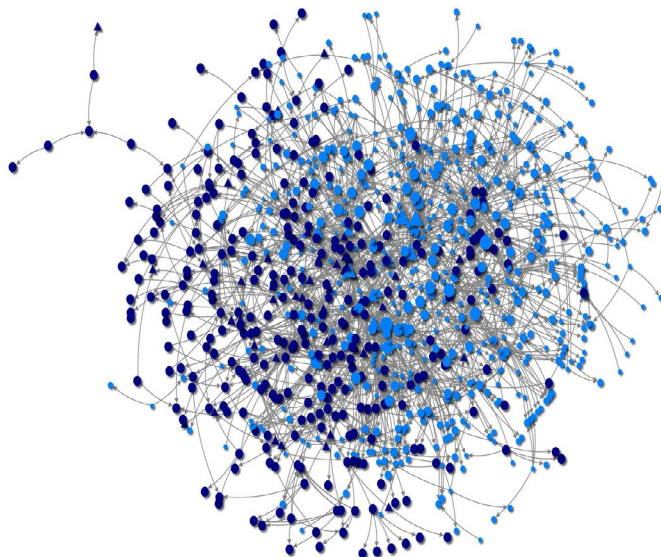
## GERMANY



*The sales organization is coherent.  
The sales teams connect across*



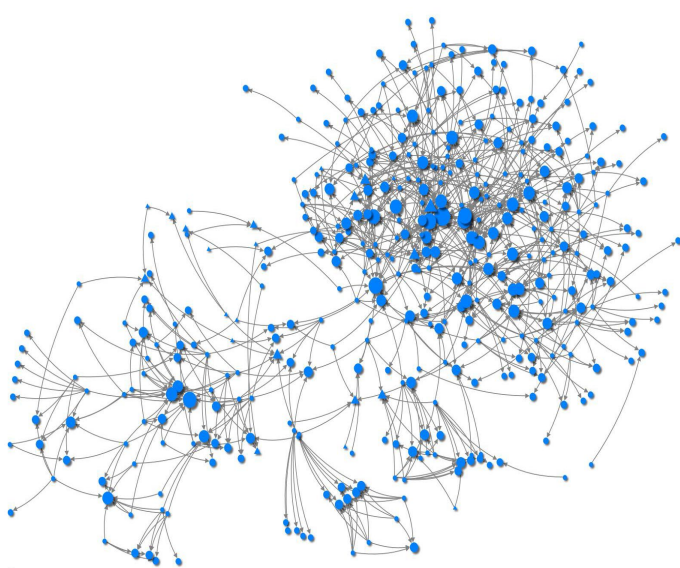
*The sales organization is also an integrative part of  
the whole organization*



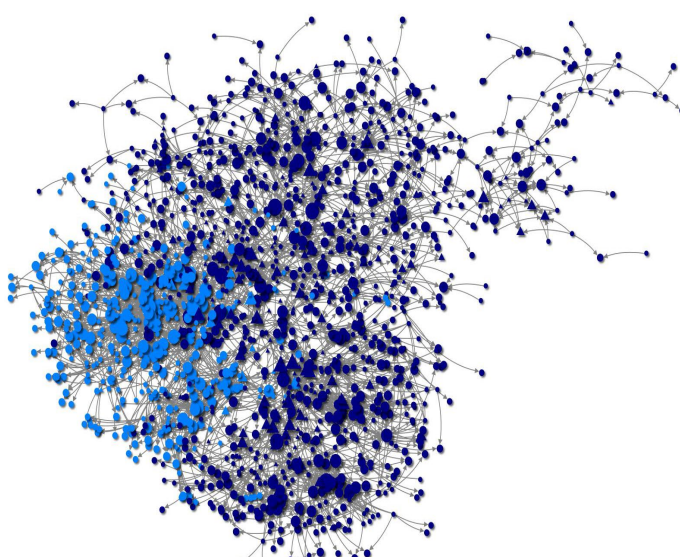
## UNITED KINGDOM



*The sales organization is fragmented into different  
clusters*



*The sales organization is a separate part of the whole  
organization*



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