



Training and Customization Packages

User licenses for the Activator are all inclusive for Add-on utilities; Trickle Pipeline Manager, Email Marketing Module, Management Reporting Module, Interactive Action Notices, Landing Pages and Weekly Success Coaching to maximize your systems efficiency. Activator will operate with minimal customization and training; however the following packages provide options for setup, customization and training to meet your organizations requirements.

Basic Setup Package: \$2,900

Administrative Activator User Training Session

- How to run and customize Activator for your company's requirements
- Training on how to optimize your success with Activator automation
- Training on designing automated work-flow processes and reporting
- Includes Activator Landing Page Setup and Training

Fast Start Package: \$5,900

- Includes Basic Setup Package Components
- Custom Campaign Launch Cheat Sheet for Your Sales Action Plan
- Sales Rep Training—How to Use Activator—their new competitive selling advantage.
- Role-Play for all users to assure a Fast Start for everyone.

Fast Start with Basic Customization: \$9,900

- Includes Administrative User and Fast Start Packages
- Procedural Review and Needs Analysis of Existing Work-flow systems
- Consultation on Introductory Campaign Design
- Customization of Introductory Campaigns
- Custom Flow Chart of Your Sales Processes

Comprehensive Review of Procedures and Activator "Complete" Customization: \$19,000

- Includes all components from lower priced packages plus complete customization based upon your company's specific marketing, sales, and CRM requirements. This package provides review and analysis of your existing sales processes and procedures and well as introductory marketing and customer satisfaction and maintenance processes. You will be assigned a team of Drysdale Sales Productivity Advisors to assure your goals are met with your custom sales productivity management system.

Additional charges may apply for the purchase and installation of ACT software

All services and communication are provided in person or via confidential internet and phone meetings. On-site services are provided by your Drysdale Consultant with any of the above start up packages at \$2,500 per day, for non local program implementation with discounts for multiple days. Transportation and Accommodation may be charged in addition.

