

**Transition Your
Sales Teams From
Product Sellers to a
HIGHLY EFFECTIVE
CLOUD SOLUTIONS
SALES FORCE**

WELCOME TO: SELLING CLOUD SOLUTION

Selling Cloud Solutions Simulation (SCS) is a practical, easy-to-use, interactive online video course that transforms product sales teams to consultative Cloud sellers and helps expand customer relationships.

AVAILABLE NOW Don't lose another sale by not being prepared! SCS is a comprehensive, affordable turnkey SaaS solution that gets results quickly.

SALES TEAMS LEARN WHILE HAVING FUN

What They Learn:

- ⚡ Origin of the Cloud and the different solution disciplines
- ⚡ The difference between the Public, Private and Hybrid Infrastructures
- ⚡ Hosted Virtual Private Networks
- ⚡ Having a successful conversation with the customer



ACT NOW

**Contact Rapid Scale
Strategies at:**

bentley@rapidscale.com or call
678-461-4823 to receive a
FREE program overview and
online demonstration today or
visit us online at:

rapidscalestrategies.com

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- How to initiate a conversation and learn to listen and discover real business need with practice in a realistic Experiential learning environment
- Customer simulation develops question threads that lead the sales cycle
- Identify business issues, proper strategic direction, and correct tactical steps
- Identify a clear set of actionable recommendations and starting points
- Create "back-of-the-napkin strategies" to show how your cloud offerings address the customer's critical issues and improves SLA's to their business

PROVIDES IMMEDIATE AND ACTIONABLE RESULTS

Selling Cloud Solutions is designed for hardware, software, services, and cloud providers. Our **SaaS solution** allows you to pay for what your sales force uses.