



Cin7 is an all-in-one, cloud-based solution with fully integrated inventory management, POS, EDI and 3PL functions in a single system

Based in Denver, CO
Founded - 2012

250+
Employees

30%
Employee growth Y/o/Y

250%
Revenue growth

2
Acquisitions in 12 month

Their problems

- **Quickly scaling sales team** w/ complex deal cycles
- **Inconsistent sales** process adoption
- **Poor Salesforce** Hygiene
- **Inaccurate deal** forecast
- **Missed revenue** targets

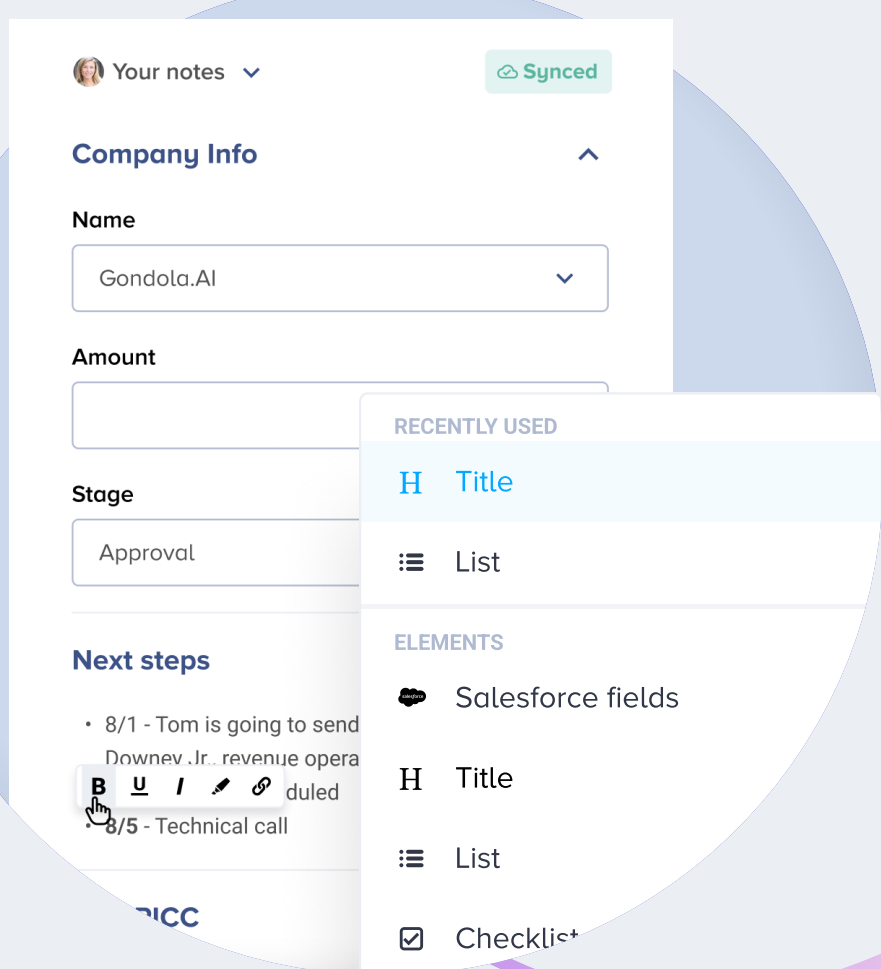
Gondola helps us achieve our revenue goals and scale the company.

Gondola provides me with the visibility into how reps are running their calls and what's working, so that best practices can be spread quickly across the team. I see Gondola as an integral part of our tech stack.

— Frank Nardi
VP of Sales at Cin7



Our solution



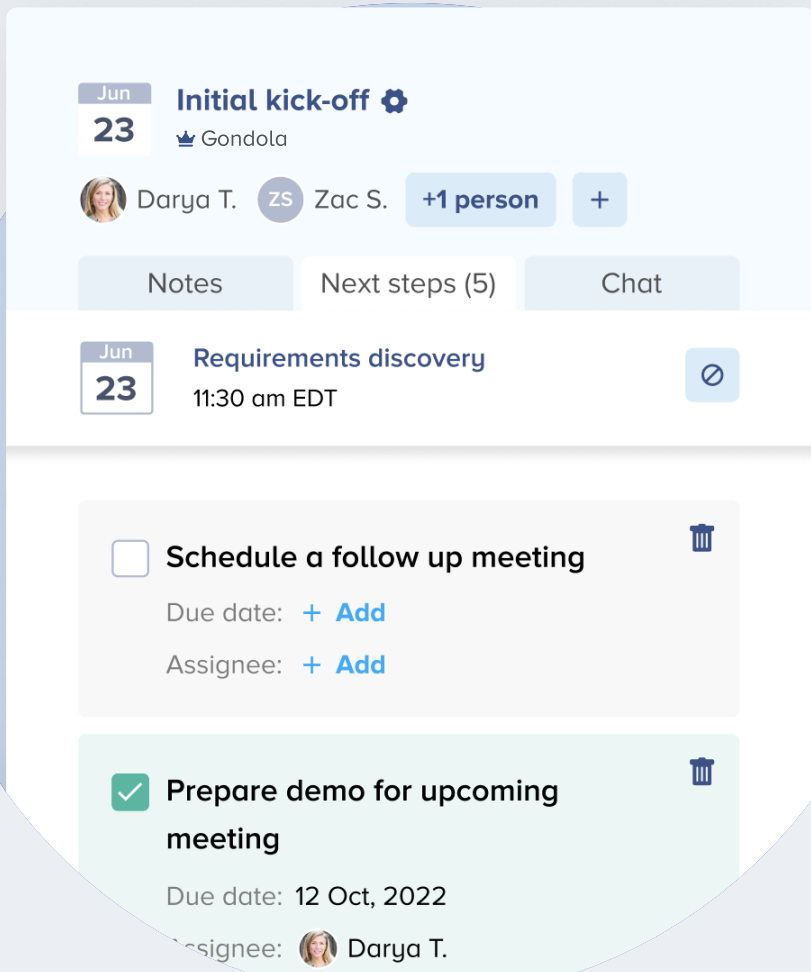
Process specific note templates

Easily integrated with Salesforce. With embedded questions and Salesforce fields.

Use-case specific presentations

Industry and use-case specific presentations are in-built in Gondola

 Zoom app and browser supported





Standardized Next Steps

To maintain deal momentum. Easily created, they help during paired progress review or self-management


Business impact


**Meetings growth**
+15%
More meetings per week

**Salesforce**
+60%
More information in Salesforce

**Deal forecasts**
+40%
More accurate deal forecasts

**Saved time**
15 min
Saved per customer call

**Reduced time**
5 hr/week
In reduced admin time

**Extra customer calls**
+3 calls
Per week per rep

We can get 2-3 more prospects per rep per week with the time savings alone from Gondola.

I love how the tool connects right to SalesForce so my teams notes sync back to their opps following any meeting with a prospect automatically. I think the ability to quickly update a CRM is critical in a high velocity sales environment. We can get 2-3 more prospects per rep per week with the time savings alone from Gondola

— Andrew Cooper
Global Sales Operations at Cin7

