

Task Name	Deliverable	December	January	February	March	April	May	June
1 Category : Business expansion and achievement								
a PIPELINE CONVERSION	Pipeline status at Q beginning and End	Each Q			Each Q			Each Q
b SPECIFIC BUSINESS PLAN	Biz Plan Documentation						Review	
c CROSS SELLING INTO SAP SME DIRECT	Strategy Doc + Jury Presentation	Doc			Presentation			
d TARGETING ENTERPRISE ACCOUNTS	Account plan doc + deal in fcst				Presentation		Deal in Fcst	
2 Category : Demand Generation								
a SPECIFIC MARKETING PLAN	Mktg template doc							
b SOLUTION SPECIFIC ELEVATOR PITCH	Video				Upload Video	15th April		Collect views
c RECORDED SOLUTIONS DEMO	Video				Upload Video	15th April		
d ORGANIZING A CUSTOMER / NET NEW NAME SEMINAR	Strategy Doc + Event				Upload Doc	15th April	Event	
e New Name MARKETING CAMPAIGN	Strategy Doc + Run the Campaign/count Leads				Upload Doc	15th April	Event/lead count	
3 Category: Sales Cycle								
a VALUE PROPOSITION	Media Pack Doc + presentation				Upload Doc	15th April	Presentation	
b OBJECTION HANDLING & DEAL CLOSING	Documentation and presentaion		Upload doc + presentation			15th April		
c WINNING AGAINST COMPETITION	5 Battlecard docs				Upload Docs	15th April		
d COMPELLING DEMO	Uploaded demo + presentation		Upload doc + presentation			15th April		
4 Category: Best practice sharing								
a B1 IMPLEMENTATION AIP	Confcalls + Testimonials							
b BEST PRACTICE CASE IN SALES MANGEMENT	Documentation and presentaion	Doc + presentation				15th April		
c SOLUTION SPECIFIC REFERENCE CASE/SUCCESS STORY	Various Docs						Upload	
d USE COMPETITIVE ANALYSIS TO SET UP A SALES APPROACH	Recorded Interview						Upload	
e SHARE AND PRESENT YOUR BEST PRACTICES	Presentation or Interview			Upload				
5 Category SUPER TASKS								
a WHY WAIT	Applicable before other task deadlines							
b SHOW ME THE MONEY	Documentation and presentaion		Docs +	Presentation				
c SOCIALIZING YOUR SUCCESS	Interview						Upload	
d SHOW THE INNOVATION	Complete other 4 Tasks with Innovation topic			Planning		15th April	Deal/Team	
e Q1 2012 REVENUE Bonus	Achieve revenue							