



Uniting the Power of Process and Sales Enablement Technology Announcing Digitile and Demo Solutions Partnership

CHICAGO- July 8, 2020 --

Digitile, provider of a forward-thinking document organization platform, and Demo Solutions, a leading sales consultancy focused on SaaS sales enablement demos and presentations, today announced they joined forces to help sales teams improve efficiencies so they can close deals faster.

Before COVID, enterprise software sales was already complex, with sellers having to navigate decisions by committee and dozens of solutions embedded in each functional group. Now, as enterprise sellers have shifted to remote environments, the lack of sales processes is even more apparent as managers can struggle to effectively run their teams.

One of the biggest sales effectiveness challenges is that employees spend an average of 18 minutes, searching for a needed file. “Salespeople waste time recreating sales decks because they can’t find the most recent Powerpoints Product Marketing distributed,” Michelle Eichner, CEO, Digitile. “When companies invest in Demo Solutions to tighten their sales process, the last thing they want is for vital sales enablement documents to go unused and for their reps to fall back into old habits of recreating their own sales decks.”

Demo Solutions takes companies back to the basics with funnel preparedness and management. “The most effective presenters know that it’s all about simplicity,” said Ed Jaffe, CEO of Demo Solutions, “because when things are too complex, most people tend to tune out. Searching for information tends to be the same way - with so many cloud storage environments and versions of files, people will eventually stop looking and just use their old materials. We partnered with Digitile because they bring leading sales enablement technology to the table that simplifies processes for salespeople, so they can spend more time selling and less time searching for documents.”

Through this partnership, sales leaders can feel comfortable that their teams have the right methodology and tools to keep deals moving through the funnel. Digitile's technology is available to Demo Solutions customers immediately.

About Digitile

Digitile's document discovery platform simplifies employees' workflow to improve productivity. Powered by artificial intelligence, Digitile auto-tags information to help users find the right version in seconds, no matter where it's stored. Conveniently, integrated into tools such as GSuite, Dropbox, Salesforce, Trello, and dozens more.

About Demo Solutions

Demo Solutions helps sales organizations close deals faster by putting customers at the center of demos and presentations. Offering [packages](#) that include [demo audits](#), [presenter coaching and training](#), [pitch deck creation](#), and [presales](#) management, our clients are able to improve deal velocity, reduce the number of meetings required to close a deal and increase average deal size. Demo Solutions is Chicago based, software-centric, and inclusivity-first based business. Let's win deals with demos.

For more information about Digitile or to schedule a demo, visit digitile.io.

For more information about Demo Solutions or to schedule a call, visit demoswindeals.com.