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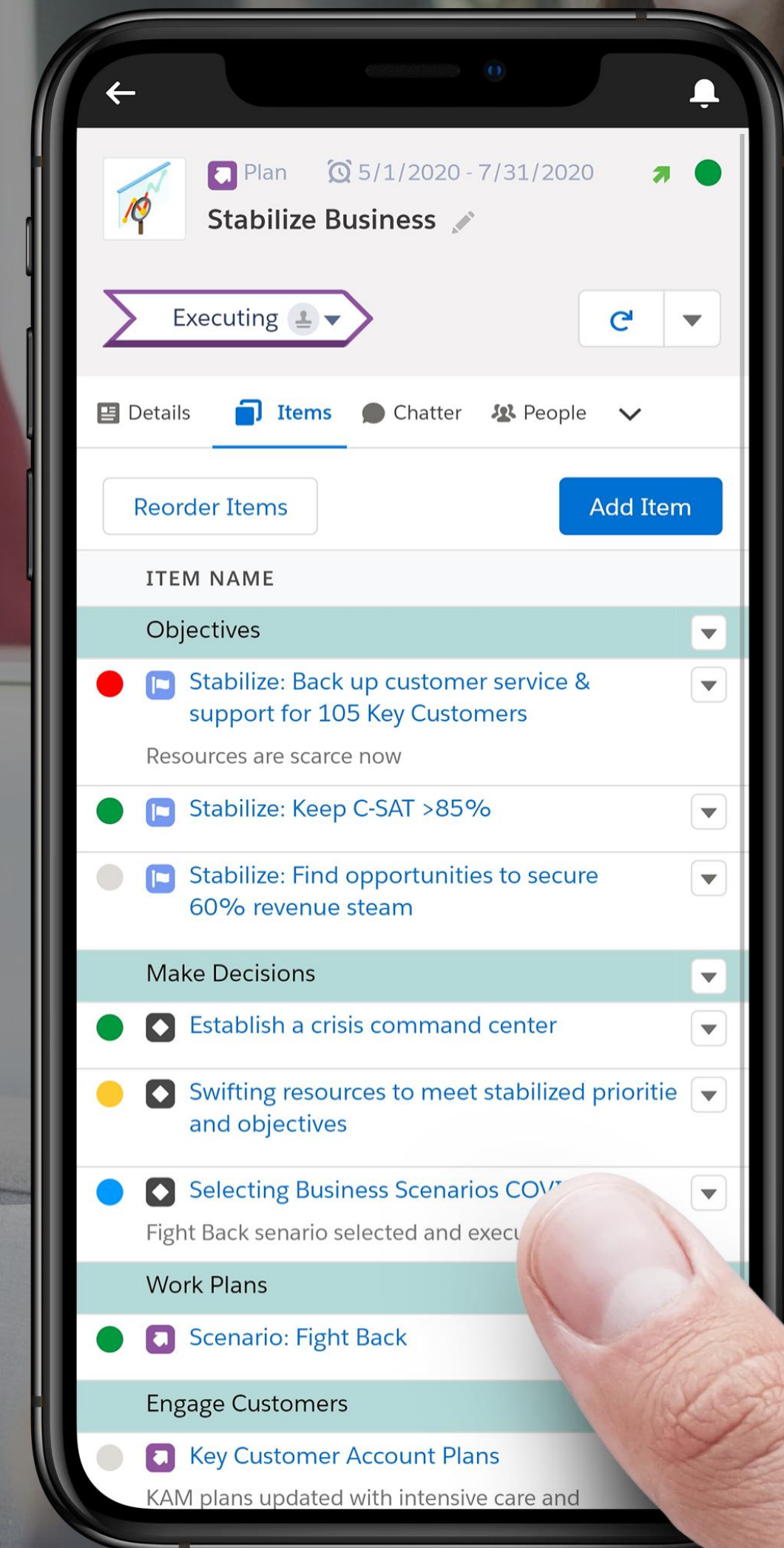
salesforce

# We help organizations make better decisions and implement them well. Together.

Accountable, Documented, Transparent, and Collaborative.



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# Reopening will be a journey. What are the Leaders' Jobs to be Done?



1. Make the right **decisions** with confidence.



2. Manage your business **planning and processes** with ease.

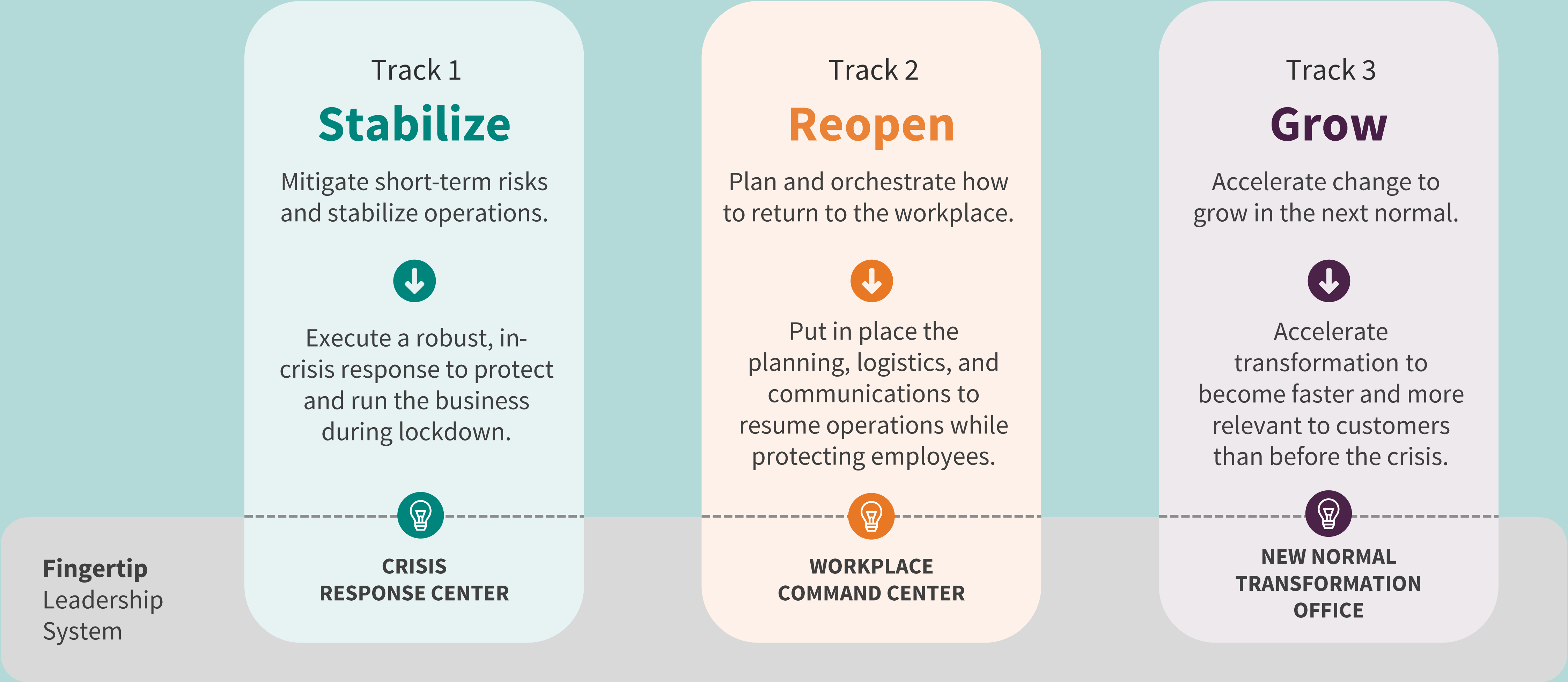


3. Reach your **objectives** with transparency and accountability.



4. Lead the modern workforce with stimulating **leadership systems**.

# Concept: Salesforce work.com Playbook

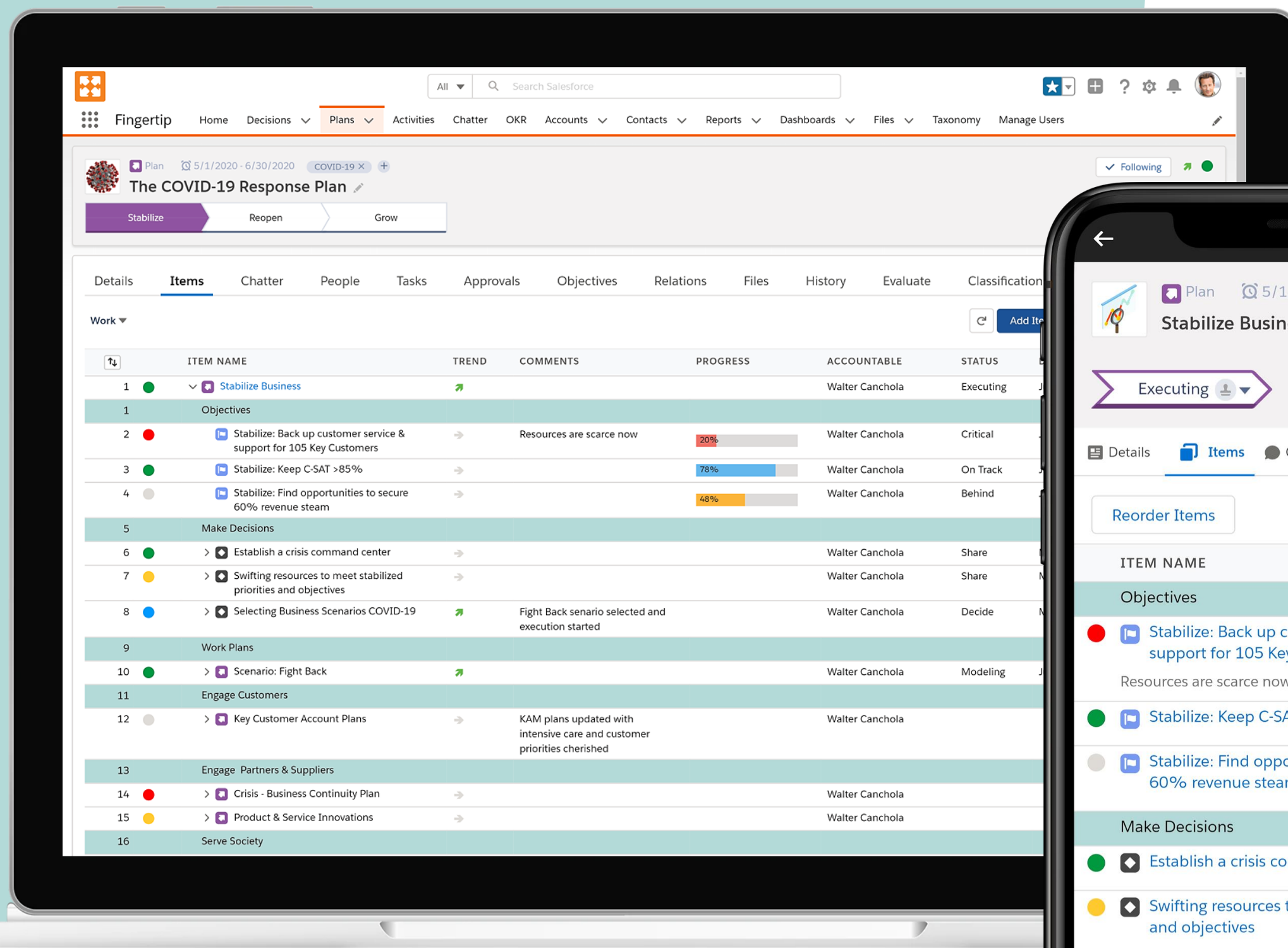


This Crisis is different.  
Without a digital leadership culture, you can't survive.



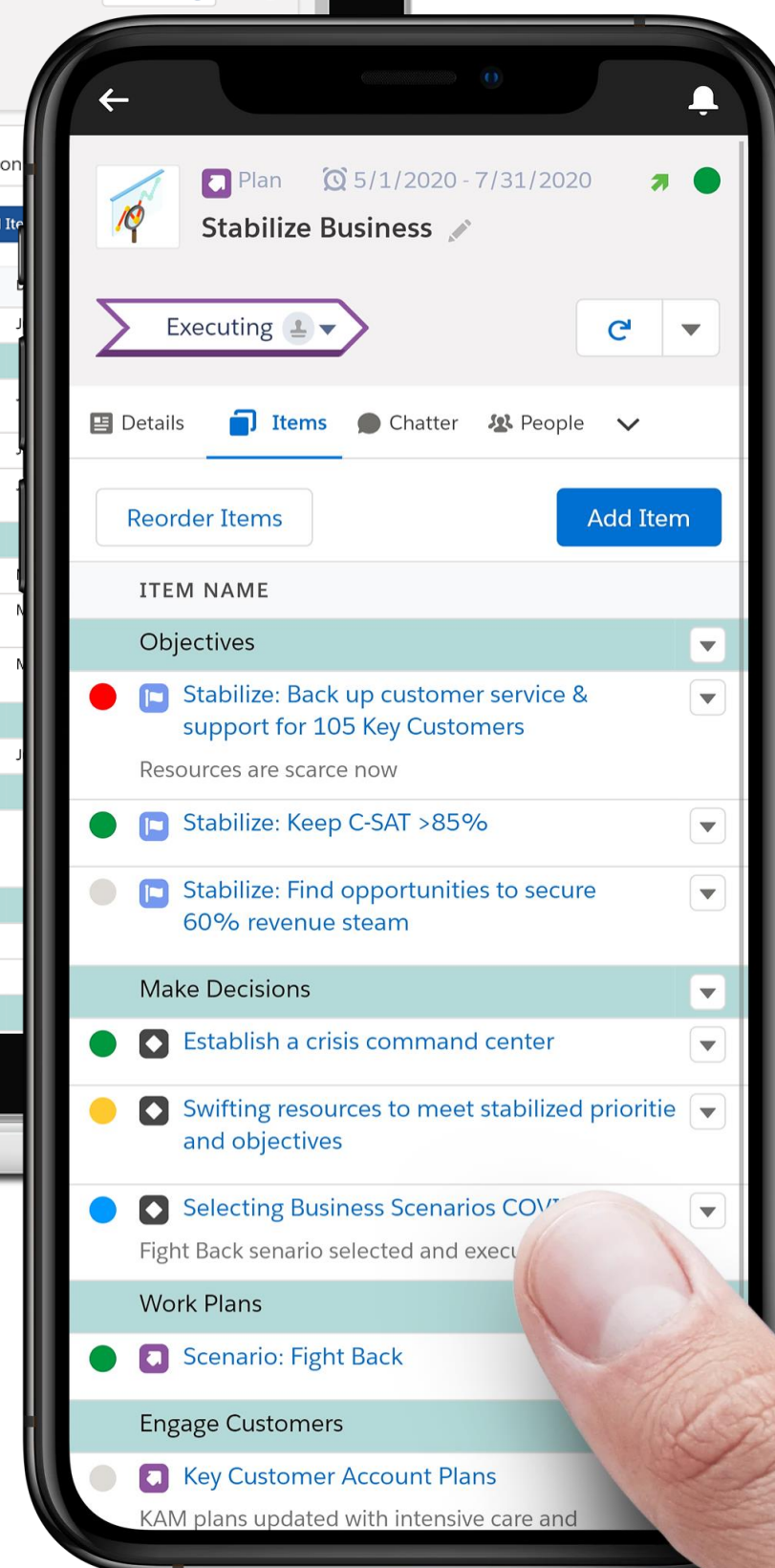


# Stabilize. Reopen. Grow. with Fingertip.



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## Recharge your way back to work

- **Rapidly respond to new situations and volatile markets**
  - 8x faster decision making and execution from Crisis to Grow.
- **Build resilient and engaged organization to next normal**
  - Reduce cost of adaption and re-organization
- **Gain back productivity**
  - Online processes for resilience and compliance
  - Remote visibility of productivity
- **Reignite trust towards better future**
  - RACI-empowered organization with collective growth mindset
- **Remove uncertainly**
  - Online situational awareness
  - Actionable scenarios and PMO



Lead the modern workforce on the #1 CRM platform with Fingertip.



Fingertip

Home

Decisions

Plans

Activities

Chatter

OKR

Accounts

Contacts

Reports

Dashboards

Files

Taxonomy

Manage Users

Plan

5/1/2020 - 6/30/2020

COVID-19

The COVID-19 Response Plan

Stabilize

Reopen

Grow

Following

Details

Items

Chatter

People

Tasks

Approvals

Objectives

Relations

Files

History

Evaluate

Classification

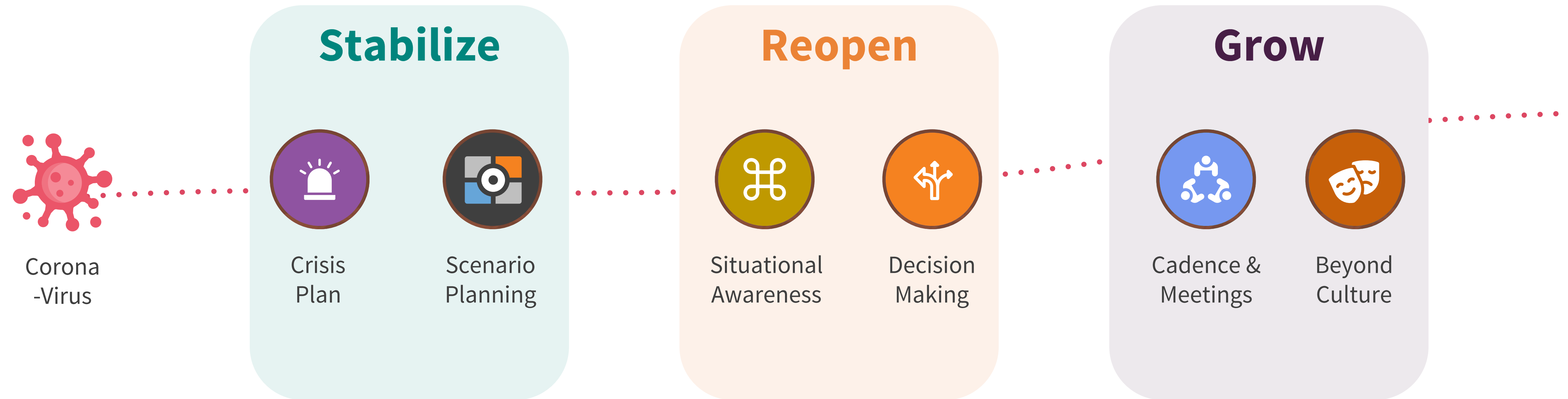
More

Work

Add Item

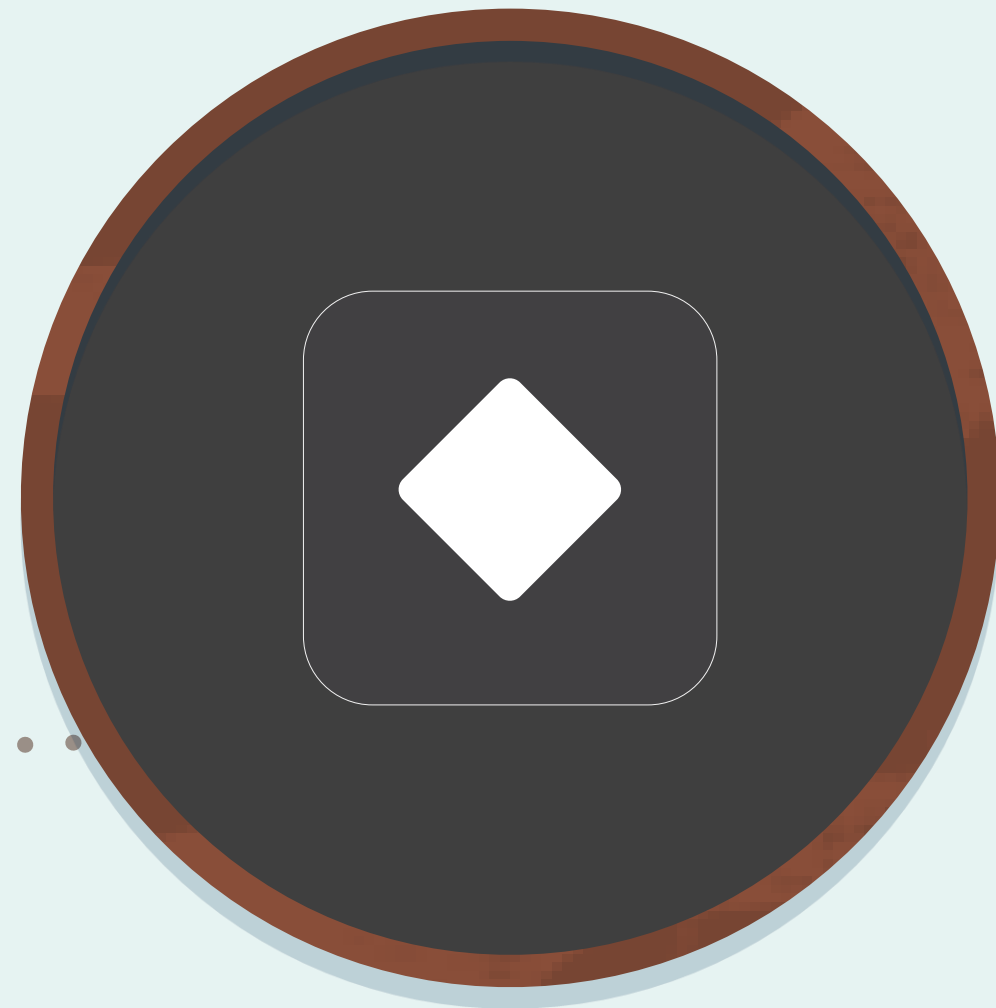
	ITEM NAME	TREND	COMMENTS	PROGRESS	ACCOUNTABLE	STATUS	DUE DATE
1	Stabilize Business				Walter Canchola	Executing	Jul 31, 2020
1	Objectives						
2	Stabilize: Back up customer service & support for 105 Key Customers		Resources are scarce now	20%	Walter Canchola	Critical	Jun 30, 2020
3	Stabilize: Keep C-SAT >85%			78%	Walter Canchola	On Track	Jul 31, 2020
4	Stabilize: Find opportunities to secure 60% revenue steam			48%	Walter Canchola	Behind	Jun 30, 2020
5	Make Decisions						
6	Establish a crisis command center				Walter Canchola	Share	May 8, 2020
7	Swiftling resources to meet stabilized priorities and objectives				Walter Canchola	Share	May 10, 2020
8	Selecting Business Scenarios COVID-19		Fight Back senario selected and execution started		Walter Canchola	Decide	May 4, 2020
9	Work Plans						
10	Scenario: Fight Back				Walter Canchola	Modeling	Jun 30, 2020
11	Engage Customers						
12	Key Customer Account Plans		KAM plans updated with intensive care and customer priorities cherished		Walter Canchola		
13	Engage Partners & Suppliers						
14	Crisis - Business Continuity Plan				Walter Canchola		
15	Product & Service Innovations				Walter Canchola		
16	Serve Society						

# Reimagine and Navigate Your Business out of the Crisis with Fingertip.

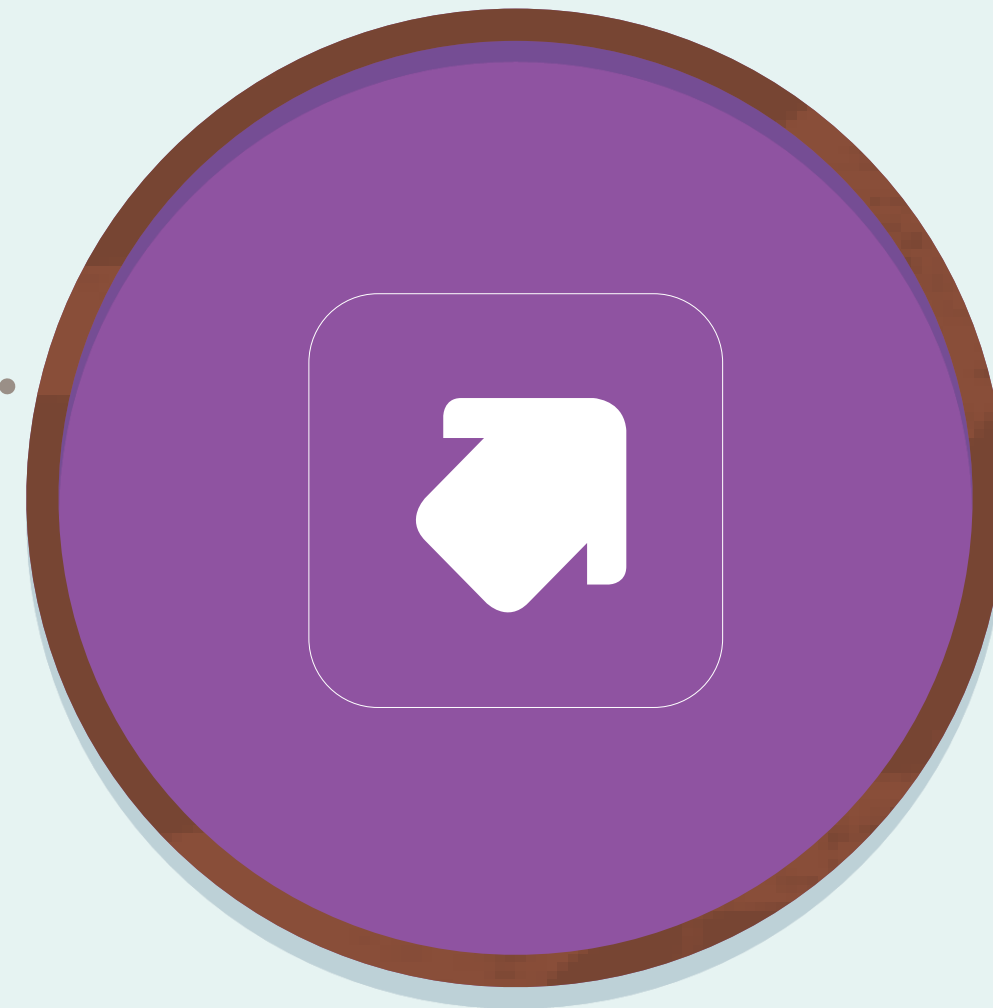




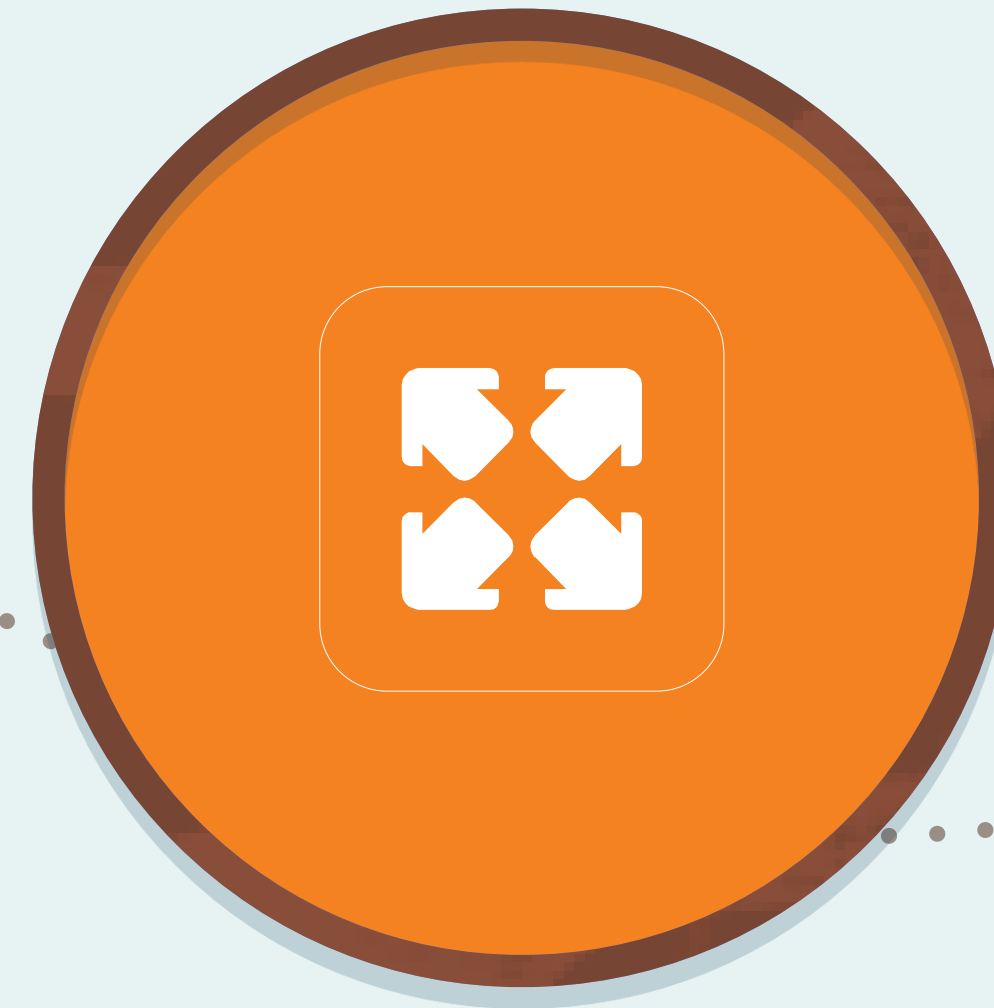
# 4 Steps to Building a Successful Operating Culture in Crisis.



**Empower**  
Accountable  
decision making



**Automate**  
Repeatable processes  
and restructure work



**Standardize**  
Best practices and  
detect deviations



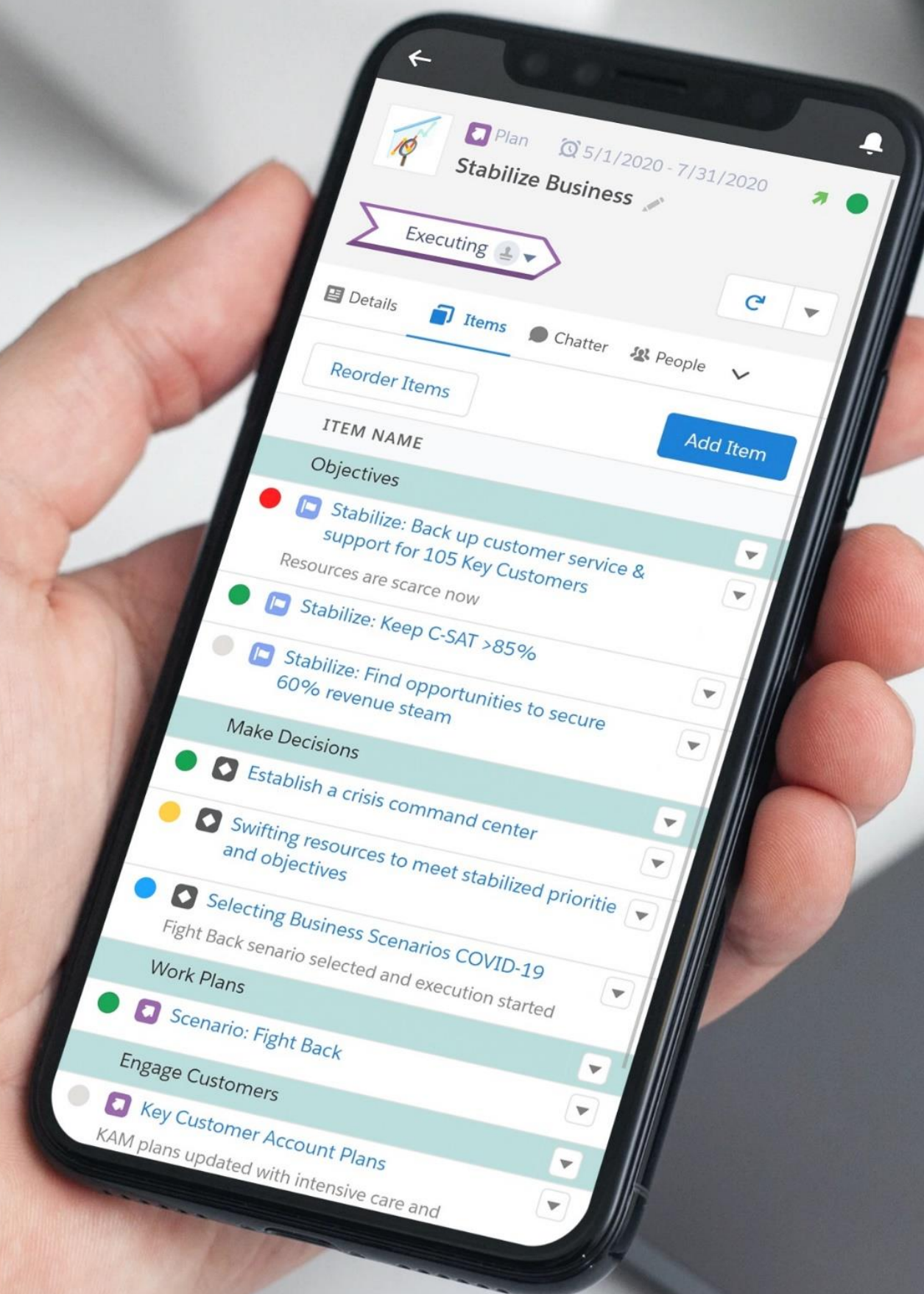
**Motivate**  
Teamwork and setting  
objectives



# Leadership 360

## Fingertip is...

- the immersive solution for business **Leadership**
- covering everything from **Planning, Decision making, Objectives** and **Execution**
- offering Strategic Insights, **Operational Excellence, Accountability** and **Transparency**
- targeted for teams from 5 upwards scaling up to large enterprises
- all in a **single tool** with Gamification, AI and Governance
- guaranteeing **fast Adoption** in the whole customer organization.
- built on Salesforce the #1 CRM platform.



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## More information



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