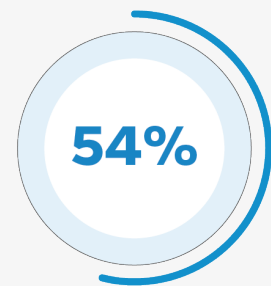


Connect with the People that Matter

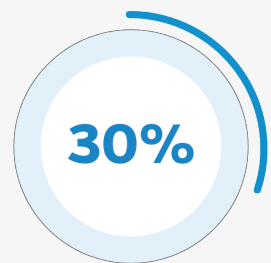
Relationship Map enables sales people to visualize and navigate contacts, hierarchies, and relationships within customer organizations, to identify decision makers, influencers and key players. Power doesn't always flow down an organization's hierarchy. Drawing lines of influence within a customer organization puts you on a path to increase win rates by spending time with the right people, discussing the right issues.

Our integration with LinkedIn Sales Navigator allows you to leverage rich account and contact information directly from your Relationship Map. View contact details, get prompts on related leads and get in touch with contacts directly, all without leaving the context of Opportunity and Account Manager applications.

Relationship Map helps you increase win rates by building relationships with the right people.



Only 54% of sellers can access key people. You are 4x more likely to gain access when referred from the inside.



Sales people who gain access to key players and influencers increase quota attainment by 30%.

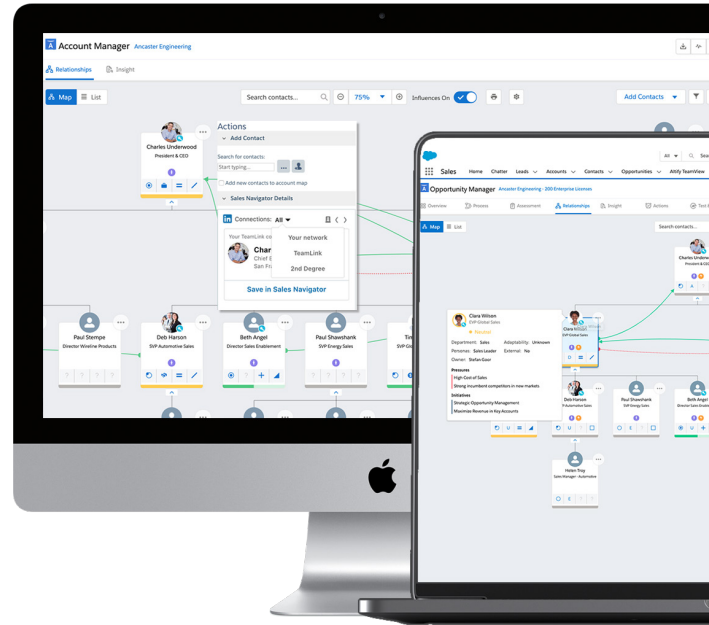


We know that when we have six people identified as supporters on the relationship map, our win rate goes up by 3x.

JP Knapp, Country Manager UK, Vocera Communications

Relationship Map helps you...

- + Visualize contacts, hierarchies, and relationships to identify decision makers
- + Interact with key people to build support and influence
- + Coach your team with insights, and buyer-specific guidance to help you win
- + Increase win rates by spending time with the right people, at the right time, discussing the right issues



Who We Work With



About Upland Software

Upland Software (Nasdaq: UPLD) is a leader in cloud-based enterprise work management software. Upland provides four enterprise cloud solution suites that enable more than one million users at over 9,000 accounts to win and engage customers, automate business operations, manage projects and IT costs, and share knowledge throughout the enterprise. All of Upland's solutions are backed by a 100 percent customer success commitment and the UplandOne platform, which puts customers at the center of everything we do.