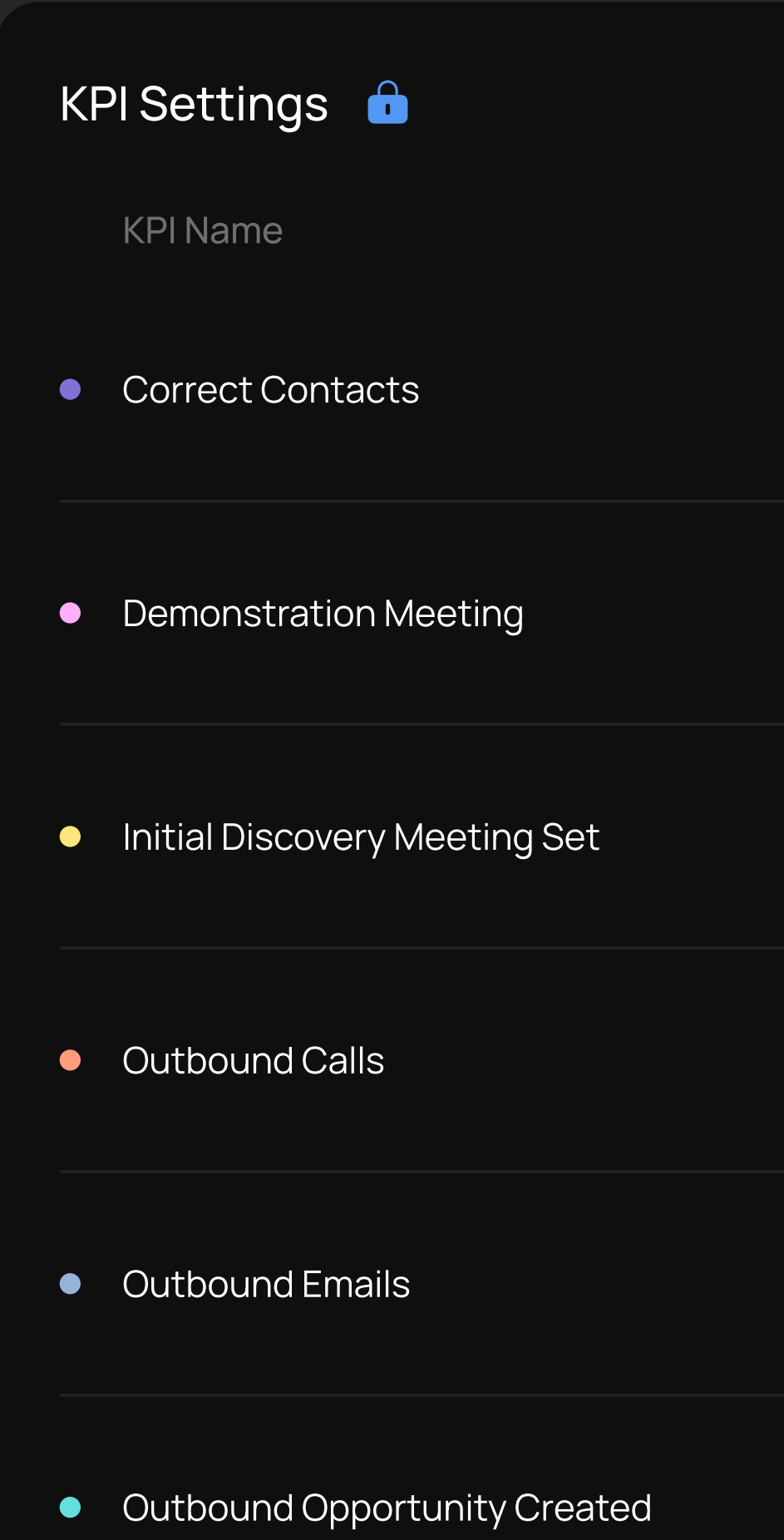
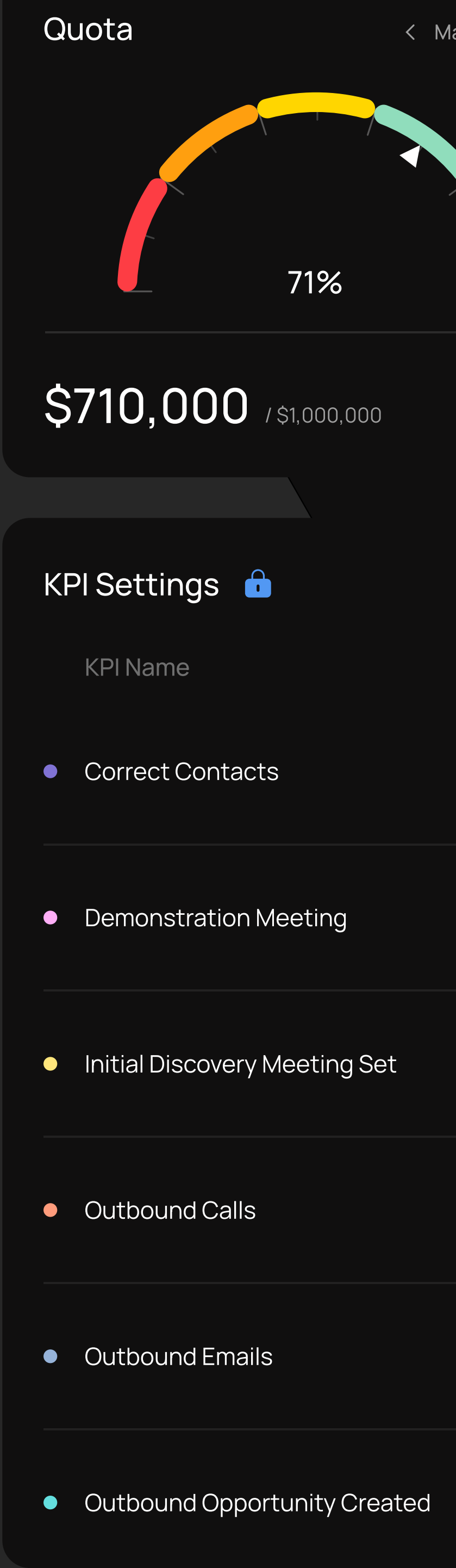
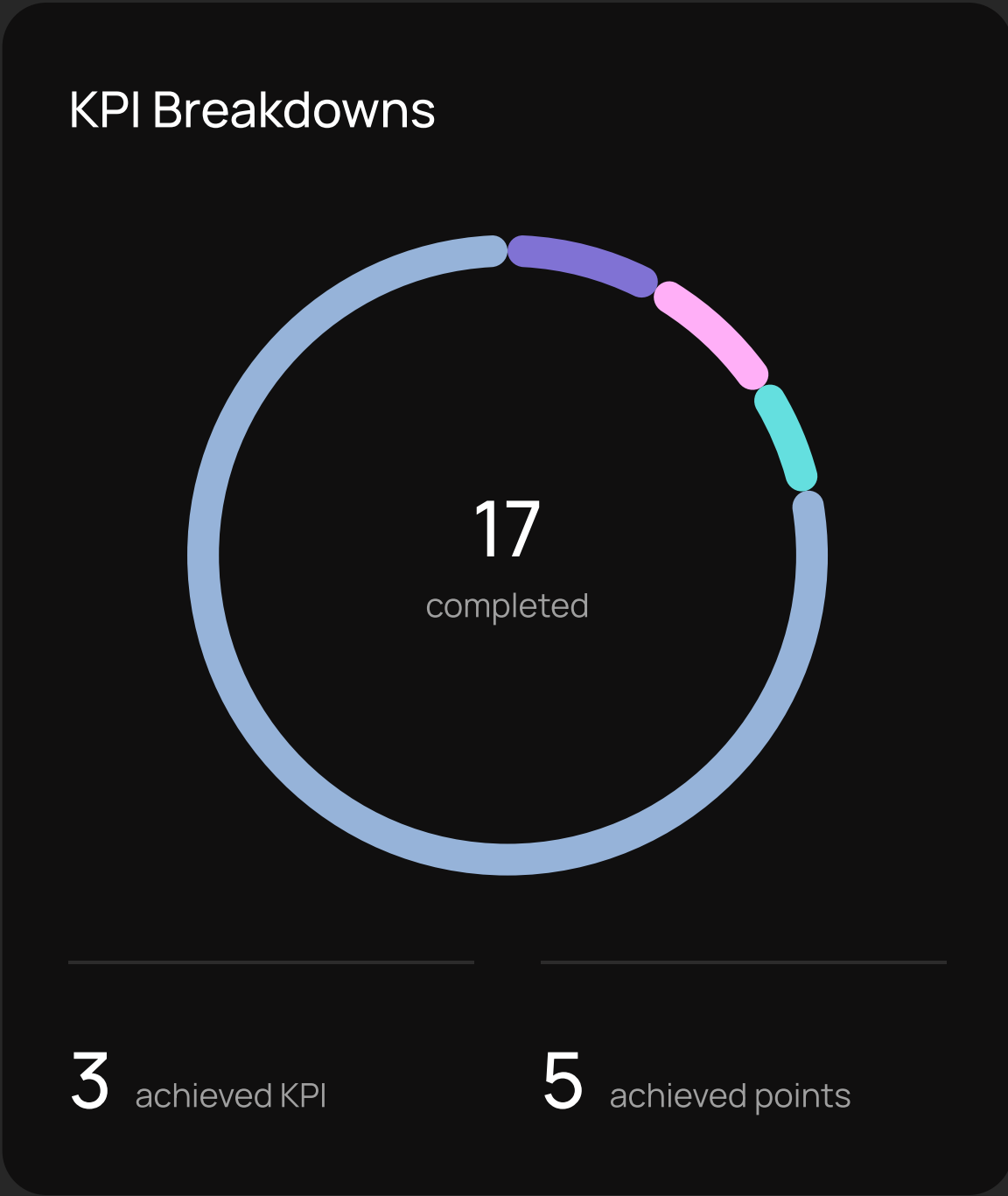


# How MongoDB’s sales team saw 30% more pipeline in the first 3 months.



## Activity frameworks that actually work.

“I’ve never seen an AE miss their annual quota when they applied my framework for measuring effective days. Thanks to Alysio, we’ve can track revenue generating activities and know the data backing our success.”

Kyle Asay, VP of Sales

+30%  
Generated Pipeline

After implementing intentional goal frameworks to track revenue generating activities, MongoDB saw an increase in many key performance indicators. The most valuable... added pipeline.

+37%  
Cold Calls w/ Conversation

Breaking down individual activity metrics, nothing stood out more than the lost art of cold calling. Kyle’s team was able to increase productivity from the first month in the quarter to the last by 37%

72,699  
Revenue Generating Activities

Despite being a largely enterprise product, MongoDB has structured their activity frameworks to capture activities that truly result in added revenue. More than 70k to date.



“Sales organizations are being forced to produce more revenue at better margins. With Alysio, we control the quantity and quality of our actions every day. It is a self sustained process on my team that **increased our sales qualified pipeline by 30%.**”

Evan Hangliter, Regional Sales Director