



GetAccept



SuperOffice



myNEWSdesk

BRA

OPTIMERA  
Bygghandel för proffs



ic  
infocaption

lime  
by Lundalogik



SIEMENS

Mekonomen

ÖRESUNDS  
KRAFT



DW  
Daniel Wellington

TELE2



WÜRTH



DREAMWORK  
IT'S PERSONAL

Wihlborgs

fortum

STAPLES  
CONNECT

Comwell



Scandic

Convini

SAMSUNG

Y Combinator

GetAccept 1

# Agenda:

- Kort personlig præsentation
- Hvad er GetAccept
- Salgsrejsen fra Lead til lukket salg med magien fra GetAccept direkte i SuperOffice
- Opsummering



Founded 2012



15 persons




Offices in Stockholm, Göteborg and Umeå



Consulting, custom solutions and Apps


System developers – 9 persons  
CRM - Consultants – 4 persons  
Sales and marketing – 2 persons



A man with light brown hair, wearing a dark suit jacket over a light blue shirt, is smiling and holding a white cup with an orange rim. He is standing on a rooftop with a city skyline in the background under a blue sky with white clouds. The text "OG SÅ KAN JEG GODT LI' GRØN TE" is overlaid at the bottom of the image.

OG SÅ KAN JEG GODT LI'  
GRØN TE

# ***"I GOT 99 PROBLEMS - BUT CLOSING DEALS AIN'T ONE"***

 **SuperOffice.**

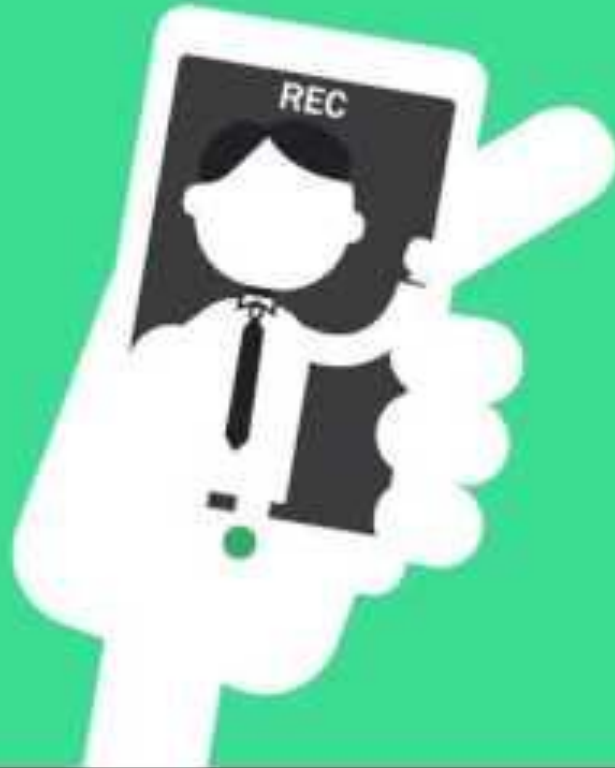
**TELE2**

Comwell

**Digitilze and accelerate the sales process**

Close more deals faster with:

- Electronic signature
- Video presentations
- Document analytics
- Chat
- Automation





**FIRST...  
ONE STEP BACK**



Home | Reports | Dashboard | Settings | Search | Admin | Profile | Logout

Dashboard | Reports | Settings

Dashboard | Reports | Settings

Search form with a text input field and a 'Search' button.

Name	Country	City	State	Age	Gender	Occupation
John Doe	USA	New York	California	30	Male	Software Engineer
Jane Smith	USA	Los Angeles	California	25	Female	Marketing Specialist

Complex sidebar or modal panel with various settings, filters, and a list of items.

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- Dashboard
- Företag
- Kontakt
- Kalender
- Avtal
- Projekt
- Urval
- Inkorg
- Rapporter
- Marknadsföring
- Bisnode
- Brand
- Salesboard

Företag PM Intressen Anteckning Map4you

**Spotify Denmark ApS** KØBENHAVN K

Besök: Vestergade 27 1. th.  
 Post: Vestergade 27 1. th.  
 1456 KØBENHAVN K  
 Danmark  
 Telefon: +45 28574359 LeasedLine  
 Telefax:   
 Vår kontakt: **Viktor Olmin**  
 Kategori: **Prospect**  
 Söknyckel:  
 Nummer: 10560  
 Org.nr: 33785348  
 Bransch: 63.1.1 - Data processing, hosting and related activities

2019-04-01 ViktorO Uppgift Ändra

Månad

april 2019							maj 2019								
mån	tis	ons	tor	fre	lör	sön	mån	tis	ons	tor	fre	lör	sön		
14	1	2	3	4	5	6	7	18	29	30	1	2	3	4	5
15	8	9	10	11	12	13	14	19	6	7	8	9	10	11	12
16	15	16	17	18	19	20	21	20	13	14	15	16	17	18	19
17	22	23	24	25	26	27	28	21	20	21	22	23	24	25	26
18	29	30	1	2	3	4	5	22	27	28	29	30	31	1	2

I dag

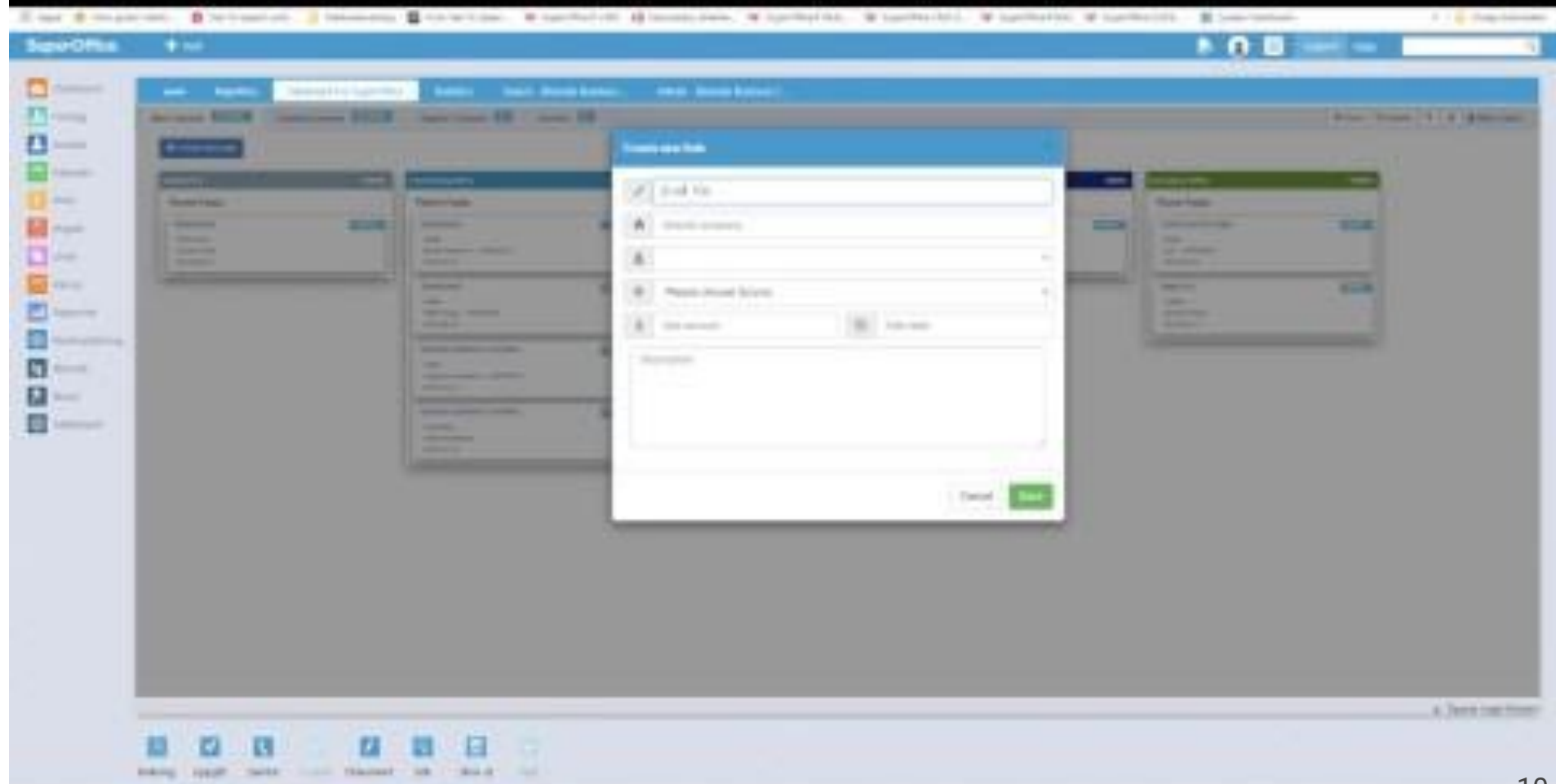
Kontakter Relationer Projekt Aktiviteter Avtal Ärenden Lokal Flytta in/etablera kund Map4You Company Utsällning GetAccept Company Link Card - Bisnode Busine...

Connect & Update Company data Person data

Company	Business	Organisation
<b>Id</b> 115:20110702	<b>Business Main Activity</b> 63.1.1 - Data processing, hosting and related activities	<b>Registration Date</b> 2011-07-01 00:00:00
<b>Name</b> Spotify Denmark ApS	<b>Legal Form</b> Private limited company	<b>Number of Employees</b> 5 - 9
<b>Registration Number</b> 1016995378	<b>Registration Number (HQ)</b> 33785348	<b>Number of Worksites</b> 1
<b>Street Address</b> Vestergade 27 1. th.	<b>Type</b> Head office	<b>Last Modified</b> 2019-04-01 06:46:01
<b>City</b> KØBENHAVN K	<b>Status</b> Active	
<b>Country</b> Denmark	<b>Share Capital</b>	
<b>Country 2</b> Denmark	<b>Solvency</b>	
<b>County</b> Hovedstaden	<b>Turnover (Local currency)</b> 5,000,000	
<b>Postal Code</b> 1456	<b>Turnover KEUR</b> 5,000 - 10,000	
<b>Phone Numbers</b> +45 28574359 LeasedLine	<b>Turnover Change (%)</b>	
Blocked: False		

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- Bokning
- Uppgift
- Samtal
- E-post
- Dokument
- Sök
- Skriv ut
- Nytt



Document card titled 'New Page' with a list of items and a 'View' button.

Document card titled 'New Page' with a list of items and a 'View' button.

Document card titled 'New Page' with a list of items and a 'View' button.

Document card titled 'New Page' with a list of items and a 'View' button.

Document card titled 'New Page' with a list of items and a 'View' button.

- Home
- My Profile
- My Recent Documents
- My Recent Meetings
- My Recent Files
- My Recent Folders
- My Recent Groups
- My Recent Roles
- My Recent Settings
- My Recent Users
- My Recent Views
- My Recent Widgets
- My Recent Workspaces

- Dashboard
- Company
- Diary
- Quote
- Project
- Selection
- Inbox
- Reports
- Mailing
- Service
- Salesboard
- Map4you
- GreenCarrier

Quote
Details
Links
Note

\$

GetAccept for Spotify

50 000

☆

Company: Spotify Denmark ApS

Contact: Peter Rasmussen

Project:

Owner: **Sales Demo**

Sale type: Sale New customer

Stage: Quote

30%

Sale date: **2019-04-09**

Next activity: 2019-04-09

Source:

GetAccept-Status:

Completed
 Publish
2019-04-01 sales@i-centrum.se

Task
←
→

Edit

Month
▼

April 2019

Mon	Tue	Wed	Thu	Fri	Sat	Sun
14	1	2	3	4	5	6
15	8	9	10	11	12	13
16	15	16	17	18	19	20
17	22	23	24	25	26	27
18	29	30	1	2	3	4
19	6	7	8	9	10	11

May 2019

Mon	Tue	Wed	Thu	Fri	Sat	Sun
18	29	30	1	2	3	4
19	6	7	8	9	10	11
20	13	14	15	16	17	18
21	20	21	22	23	24	25
22	27	28	29	30	31	1
23	3	4	5	6	7	8

Today

Stakeholders
Quote
Activities
GetAccept
Sales guide

- INSTÄLLNINGAR
- MALLAR
- UTSKICK
- SKICKA

Inställningar

DIN FÖRSÄLJNING  
GetAccept for Spotify

VÄRDE  
50000

SÖK OCH LÄGG TILL MOTTAGARE

MOTTAGARE

Peter Rasmussen (peter.rasmussen@getaccept.com)

Aktivera digital signering

Skicka SMS

Signeraren kan vidarebefodra ägarskapet

Signeringstyp

Förfallodatum

Nästa steg (1/4) →

- Appointment
- Task
- Phone Call
- E-mail
- Document
- Find
- Print
- New

12

- Dashboard
- Company
- Diary
- Quote
- Project
- Selection
- Inbox
- Reports
- Mailing
- Service
- Salesboard
- Map4you
- GreenCarrier

Quote Details Links Note

### \$ GetAccept for Spotify 50 000

Company: Spotify Denmark ApS  
 Contact: Peter Rasmussen  
 Project:

Owner: **Sales Demo**  
 Sale type: Sale New customer  
 Stage: Quote 30%

Sale date: **2019-04-09**  
 Next activity: 2019-04-09  
 Source:  
 GetAccept-Status:

Completed  Publish 2019-04-01 sales@i-centrum.se

Task

Month

April 2019

Mon	Tue	Wed	Thu	Fri	Sat	Sun
14	1	2	3	4	5	6
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21	20	21	22	23	24	25
22	27	28	29	30	31	1
23	3	4	5	6	7	8

Today

Stakeholders Quote Activities **GetAccept** Sales guide

INSTÄLLNINGAR

MALLAR

UTSKICK

SKICKA 0

DASHBOARD

FÖRSÄLJNINGAR

INSTÄLLNINGAR

1. Hämta mall från

Från din dator

Generate preview

Fullscreen

Version: 1.1.5.0

- Appointment
- Task
- Phone Call
- E-mail
- Document
- Find
- Print
- New

- Dashboard
- Company
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23	3	4	5	6	7	8

Today

Stakeholders
Quote
Activities
GetAccept
Sales guide

1. Hämta mall från
2. Välj dokument

SODOCUMENTID	SOTYPE	SONAME	SOREGISTERED	ANVÄND
Getacceptfor spotify	Quote	Sales Demo	2019-04-01	<span style="background-color: #0070c0; color: white; padding: 2px 5px;">Använd</span>

Nästa steg (2/4)

- Appointment
- Task
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- Document
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Quote Details Links Note

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Completed  Publish 2019-04-01 sales@i-centrum.se Task ↻ ↻ Edit

▼ Month

April 2019

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21	20	21	22	23	24	25	26
22	27	28	29	30	31	1	2
23	3	4	5	6	7	8	9

Today ↻ ↻

Stakeholders Quote Activities **GetAccept** Sales guide

INSTÄLLNINGAR

MALLAR

**UTSKICK**

SKICKA

ÖPPNA I GETACCEPT

DASHBOARD

FÖRSÄJNINGAR

INSTÄLLNINGAR

### E-post meddelande

EMAIL DESIGN: Standard template

RUBRIK: ((sender.first\_name)) har skickat dig ((document.name)) för granskning

MEDELLENDE: Hej ((recipient.first\_name)).  
 As promised the quote we discussed.  
 Please review and don't hesitate to contact me in the chat with any suggestions!

Vänliga hälsningar, ((sender.fullname)).

**Nästa steg (3/4) →**

- Skapa påminnelse (SuperOffice)
- Skapa Smarta påminnelser (GetAccept)
- Videohälsning

När vill du bli påmind i SuperOffice?

April 2019

Su	Mo	Tu	We	Th	Fr	Sa
31	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	1	2	3	4
5	6	7	8	9	10	11

**Personlig videopresentation**

Öppna GetAccepts mobila app för att spela in en videopresentation bifogat till ditt dokument-  
 eller filen kommer automatiskt visas när

Fullskärm

- Appointment
- Task
- Phone Call
- E-mail
- Document
- Find
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- New

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30%

Completed
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2019-04-01 sales@i-centrum.se
 Task


Edit

Month

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Today

Stakeholders
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GetAccept
Sales guide

- INSTÄLLNINGAR
- MALLAR
- UTSKICK
- SKICKA
- ÖPPNA I GETACCEPT
- DASHBOARD
- FÖRSÄLJNINGAR
- INSTÄLLNINGAR

Dokument

QUOTE GETACCEPT FOR SPOTIFY

E-post meddelande

Hej {{recipient.first\_name}},  
As promised the quote we discussed.

Please review and dont hesitate to contact me in the chat with any questions! Vänliga hälsningar, {{sender.fullname}}

GetAcceptfor Spotify.docx

Förfaller: 2019-05-02

Open document

Sammanfattning

MOTTAGARLISTA	NAME	EMAIL	ROLE
	Peter Rasmussen	peter.rasmussen@getaccept.com	Signerare

FÖRSÄLJNINGSPÅMINNELSE  
GetAccept for Spotify  
\$ 50000.-

AKTIVERAT

- SMS utskick
- Videohälsning
- Aktivera digital signering
- Signeraren kan vidarebefodra ägarskapet
- Skapa påminnelse (SuperOffice)
- Skapa Smarta påminnelser (GetAccept)

Skicka

- Appointment
- Task
- Phone Call
- E-mail
- Document
- Find
- Print
- New



