

# 5 WAYS THE SALES FORCE BENEFITS FROM THE



## One // Earn Direct Commissions



**ADDITIONAL STATS**

- Reps are paid on all Store app sales
- Counts towards both commissions and quota retirement
- ServiceNow retains 20% of all apps sales sold through the Store

## Two // Sell More Licenses

### Sell More Licenses

Store applications increase Fulfillment User adoption and cause more licenses to be sold with each app, adding to your bottom line.



## Three // Keep ServiceNow "Sticky"

### Keep ServiceNow "Sticky"

Entrench the ServiceNow solution deeper into your customer accounts and keep competition at bay by gaining users in diverse business functions and increasing how the customer uses the platform.

## Four // Value is Delivered Faster and Easier

### Value is Delivered Faster and Easier

Certified and scoped apps are implemented in days, not months and avoid consuming negotiations, security reviews, and legal boondoggles, ensuring your deals close early and often.



## Five // Expand the Platform

### Expand the Platform

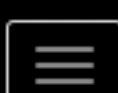
Do more with the ServiceNow platform and store apps to show ROI to your customers and ensure they know they can expand their investment into new business areas.



**STAVE**  
Business Apps to Simplify Work  
[www.staveapps.com](http://www.staveapps.com)

We digitize departmental, back office, supporting, and compliance functions on the ServiceNow platform. Our certified and scoped software is developed for:

- Facilities, Fleet & Asset Management
- Procurement & Procure-to-Pay
- Ops, Admin & Safety
- Cybersecurity, Governance & Risk Management Framework
- UX & Platform Tools



Add value and capabilities to ServiceNow



**ProcurementPath**  
Digital Procurement and Contracts Management to Get Work Done

by Stave Inc



**AssetPath**  
Modern Asset Management and Maintenance to Get Work Done

by Stave Inc



**OperationsPath**  
Digital Operations and Administration to Get Work Done

by Stave Inc



**ServicePortalMax**  
Deploy modern, responsive ServicePortals in minutes without coding or development to simplify work for your users

by Stave Inc



**Cybersecurity Manager**  
Digital cybersecurity automation, compliance, and collaboration for reduced risk

by Stave Inc



**Maps**  
Visualize ServiceNow data on both indoor and outdoor global maps

by Stave Inc



**Data Tools**  
Stave Data Tools suite provides a comprehensive set of utilities to help organizations protect, secure, and maintain compliance of their data stored in ServiceNow

by Stave Inc



**QR Code Generator**  
Generate and maintain dynamic QR Codes and Barcodes as part of your enterprise system of engagement

by Stave Inc



**Guided Tours**  
Guide your users to success with on-screen contextual help messages

by Stave Inc



**Calendars**  
View ServiceNow records as calendar events in any calendar application or mobile device

by Stave Inc



**FITARA Manager**  
Achieve and maintain insight and IT compliance

by Stave Inc