

Force Management's Winning Solutions for: Portfolio Companies



"A lot of tools focus on what sales wants or what marketing wants. Force Management focuses on what the organization wants."



Dave Packer
Senior Vice President of Field Operations
Ping Identity

"In SaaS, being able to renew with your customer base is so important. You need alignment on the value you deliver and the required capabilities on an ongoing basis. It's a much higher bar. Delivering on and selling exactly what you promise the buyer is critical."



Scott Davis
Vice President of Sales
Medallia

"When we got off the phone with the customer, it was game over. I felt it. We differentiated ourselves versus the competition and were in a position to win the deal."



Logan Moro
Regional Sales Manager
Fuze

"Having the Command of the Message® framework in place allowed me to recruit better talent and communicate clearly the value proposition of ClearSlide."



JP Bolen
Regional VP of Enterprise Sales
ClearSlide