

Agilon Partners with POTENCI to offer Cloud-Based Automated Business Process Discovery (ABPD) Solution for Sales

Agilon, an innovative, cloud-based process intelligence company, has signed a deal with POTENCI, a sales performance intelligence solution provider (SPI), to develop, sell and support a new ABPD solution for sales. This will allow Agilon and POTENCI

Chicago, Nov 19, 2020 ([Issuewire.com](https://www.issuewire.com)) - Agilon, a cloud-based process intelligence company, has signed a partnership with POTENCI, a sales performance intelligence solution provider, to develop, sell and support Agilon's ABPD solution for sales. This partnership will allow existing Agilon customers and new customers to strengthen their sales maturity development by simplifying the visualization, analysis, insights, and resulting development of Best Practice strategies across all sales lifecycle processes, including multiple sales and support functions with a Best-In-Class ABPD solution.

- We chose POTENCI as our sales solution partner because of their strong thought leadership and sales engagement innovations, says Peter Selberg, CEO of Agilon Analytics. In POTENCI we also get a strategic go-to-market partner that will underpin Agilon's continued growth and expansion into North America.

This solution will enable customers to realize an immediate impact to their organizations' sales processes and strategies with a solution that ensures users can easily discover, analyze, harmonize, optimize, and evolve their sales processes across the entire sales lifecycle. Agilon's solution addresses process bottlenecks and deviations, while ensuring a quick return from the investment. This naturally aligns well with POTENCI's corporate mandate to ensure Agilon customers realize real business value from their investments.

- POTENCI is excited to partner with Agilon because of their strong vision, product roadmap, solution innovations, and commitment to providing customers with real business value, says Michael Brey, Managing Director of POTENCI. This delivers a significant contribution to POTENCI's digital transformation initiative, providing customers with powerful and actionable insights about their sales organization from the Cloud.

POTENCI provides performance maturity assessment services and a high-impact, easily actionable sales lifecycle methodology that dramatically impacts the quality of sales execution across the entire sales lifecycle, including all contributing functions. This ensures sales performance is being addressed immediately and proactively before challenges impact revenue.

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About Agilon

Agilon is a process intelligence solution in the cloud and has been prominently recognized by Ignite Sweden & RISE Research Institutes of Sweden as a market innovator for simplifying Automated Business Process Discovery (ABPD).

Agilon visualizes process flows and finds deviations and bottlenecks. It is all automatic, based on data from your operational systems, so you always have accurate and up to date process charts. Agilon was founded in 2019 and is a rapidly growing company with an expanding partner network. The company is headquartered in Stockholm, Sweden. www.agilon.io

About POTENCI

POTENCI, founded in 2016, is a sales performance intelligence solution provider, with innovations that align, unify, focus, simplify, and leverage superior sales engagement practices that enable performance improvements that scale. Find us at www.potenci.com

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