

# Whistic + Salesforce

Does this sound familiar? It's the end of the quarter and you're about to close a deal that's going to push you up and over quota only to find out the deal will be delayed if you don't complete a security review. Unfortunately, there wasn't enough time to turn it around, making you miss quota, lose out on commissions, and now you're on a performance plan.

## Key Benefits of the Whistic Salesforce Integration

Stop letting the security review process slow down or even kill deals. Start accelerating the process by being more transparent about your security posture. Whistic's integration with Salesforce enables your sales team to proactively share your Whistic Profile at the optimal time in the sales cycle, building trust with customers early and helping you close deals faster.

- **Streamline vendor evaluations.** No longer will you need to go back and forth between legal, the prospect, and your InfoSec team to get NDAs signed and questionnaires answered and reviewed. It's all contained in your Whistic Profile. Just click send to share, and your work is done.
- **Eliminate the Security Review Dead Zone.** Successful sales teams don't treat security reviews as an afterthought. They're transparent about their security posture and share it from the outset to set themselves apart from the competition. And being proactive is even easier with the Whistic Salesforce Integration.
- **Know when to follow up.** Reporting inside of Salesforce will help you keep track of who you sent the Profile to and whether or not the NDA has been signed. This will help you know when you need to follow up or if you need to give the prospect a nudge to move the process forward.

## Share a Profile in three steps



Click "Add Share"



Select the contacts you want to share the profile with



Review the contact information and click "Send Share"

Learn more about the Whistic Salesforce Integration

Learn More