PrismTeq





Customer Need

Medical technology and other regulated industries must ensure that their commercial teams are using approved content in their sales activities. The use of unapproved content presents a significant compliance risk that can impact the company's reputation as well as its relationship with health authorities and HCPs.

Small and mid-size commercial teams for medical technology companies frequently use Salesforce Sales Cloud as their CRM. These teams often require access to a document asset management (DAM) system to minimize the risk of sales reps using unapproved content in their interactions with clients and prospects.

Conexus Solutions, Inc. developed PrismTeq to bring the value of Veeva Vault to its customers' Salesforce environments. PrismTeq synchronizes approved content from Veeva Vault and makes it available within Salesforce Sales Cloud.

Key Features

PrismTeq connects Salesforce Sales Cloud to the Veeva Vault DAM system. Sales reps can only access approved content because PrismTeq fetches and displays currently approved versions. If a piece of content is expired, it is unavailable to the sales team.

The searchable asset list supports quick retrieval of relevant collateral. PrismTeq also enables sales reps to associate content with a lead or prospect and an event, such as a call or meeting, as part of the call record.

PrismTeq supports a variety of common file formats including MS Word, PowerPoint, and Excel, Portable Document Format (PDF), and video. It can be accessed as a standalone solution via a web browser or as part of an integrated Sales Cloud user experience.

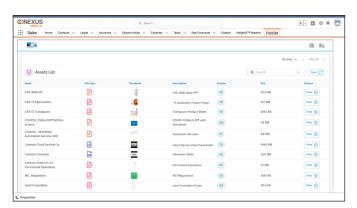


Benefits of PrismTeq

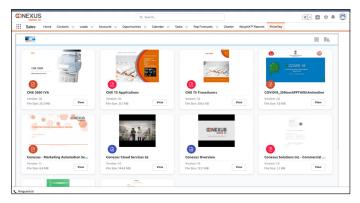
PrismTeq brings the value of Veeva Vault to the Salesforce environment. It minimizes the compliance risk sales teams face by accidentally using and sharing unapproved content. By enabling connections between content and contacts, PrismTeq supports a closed-loop sales cycle and offers enhanced insights into the effectiveness of content and how it is being used.

The searchable asset list simplifies and accelerates sales activities with rapid display and tracking of only approved versions of content. An integrated user interface within Salesforce Sales Cloud offers a familiar experience that enhances adoption. In connecting Veeva Vault and Salesforce Sales Cloud, PrismTeq delivers an integrated and compliant asset management system that was previously inaccessible.

PrismTeq Dashboard



PrismTeg List View



PrismTeg Tile View

About Us

Conexus Solutions, Inc. delivers innovative sales and marketing operations support and technology solutions to small and mid-size life sciences companies. Our solutions and services are built on decades of experience and innovation in life sciences commercial operations. We understand the unique needs of Medical Device commercial teams and how technology can be used to address these needs. Visit us at: www.cnxsi.com.