

# Introduction to Smartsheet

Every business consists of a mix of transactional and collaborative process “work”

50% of information workers collaborate with at least six people daily

20% of information workers collaborate with at least 16 people daily

Order to cash

Source to pay

Hire to compensate

Product input to output

Prospect to sale



Account setup



New product development



Talent development



Client case resolution



Vendor contracting



Research and development



Strategic planning



Marketing campaigns

















**Process  
Oriented**



**Project  
Oriented**

# What Is Collaborative Work Management (CWM)?



AUTHOR	STORE	MANAGE	COMMUNICATE	REFERENCE
<p><b>Cloud Office &amp; Creative</b></p> <p>Creation of content or digital assets, often shared, sometimes co-authored</p> <p>Google</p>  <p>Adobe Creative Cloud, Evernote, Quip</p>  <p>Microsoft</p> 	<p><b>File Sync and Share</b></p> <p>Place to organize, access, secure and share files</p> <p>Google Drive</p>  <p>box OneDrive</p>  <p>Dropbox</p> 	<p><b>Collaborative Work Management</b></p> <p>Visual, actionable, accessible, automatable representation of what to do to achieve outcomes</p>  <p>smartsheet</p> 	<p><b>Messaging</b></p> <p>Text, voice, and video from one person or group to another, often feed based and searchable</p> <p>Skype for Business</p>  <p>slack</p>  <p>GoToMeeting</p>  <p>Cisco webex</p>  <p>HANGOUTS</p> 	<p><b>Team Sites, ECM</b></p> <p>Structured websites that people reference for knowledge, instruction, and navigation</p> <p>SharePoint</p>  <p>CONFLUENCE</p>  <p>Google Sites</p> 

Smartsheet is the world's leading SaaS platform for managing and automating collaborative work.

✓ **10M + USERS**

✓ **50% + FORTUNE 500 COMPANIES**

✓ **95,000 + COMPANIES**

✓ **190 + COUNTRIES**

**Office DEPOT**  
**OfficeMax**

**Hilton**

**redhat**

**airbnb**

**BAYER**

**STAPLES**

**GROUPON**

**ESPN**

**Colliers**  
INTERNATIONAL

**Weyerhaeuser**

**box**

**Red Bull**

**PAC SUN**

**Audi**

**NETFLIX**

**BT**

**BEHR**

## RECENT AWARDS:

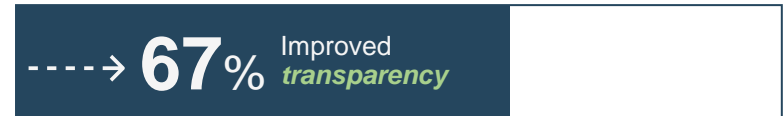
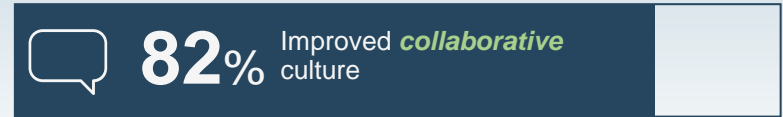


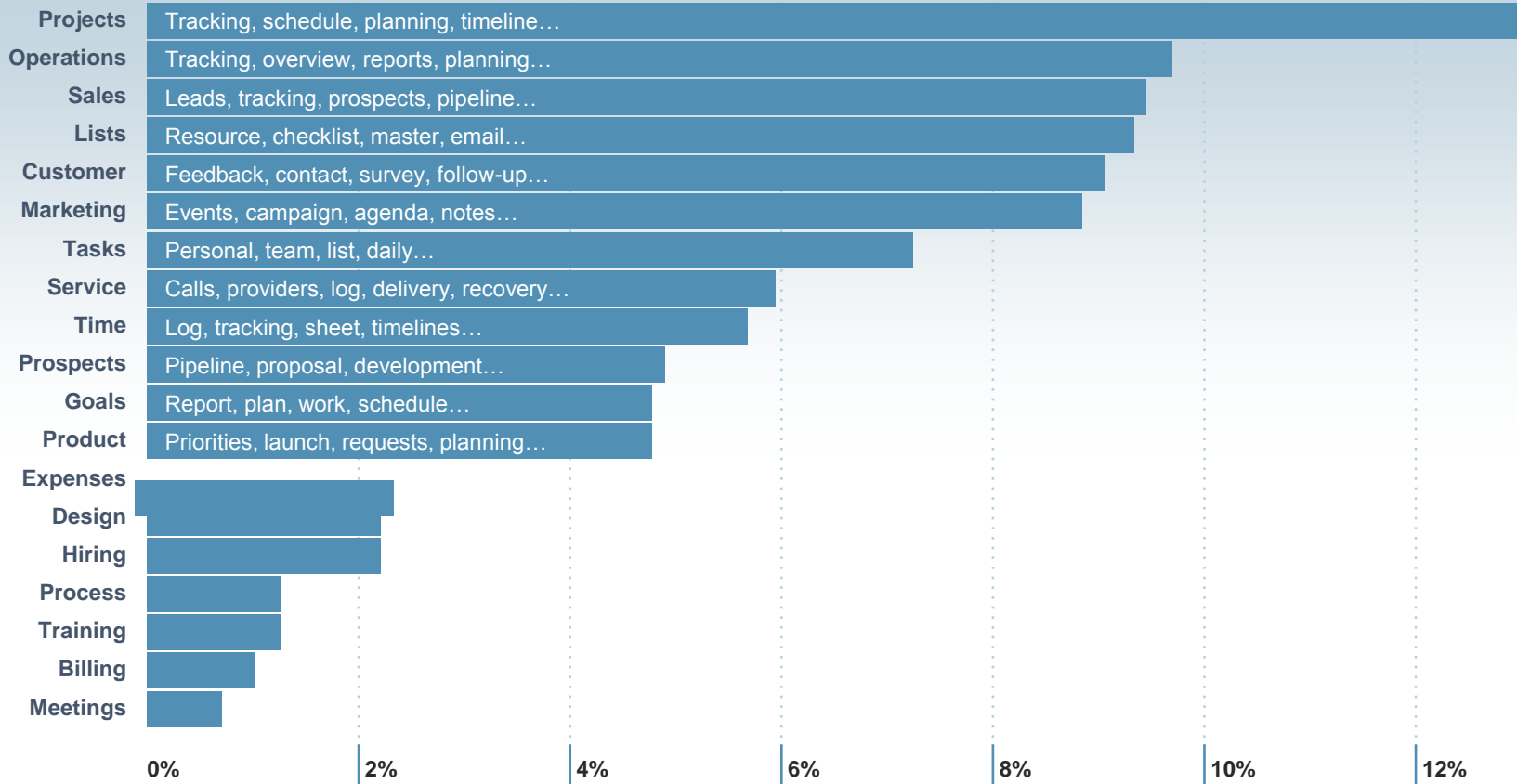
**Gartner. 2015**  
**CoolVendor**

**96% would recommend Smartsheet to a colleague** (n=3488)

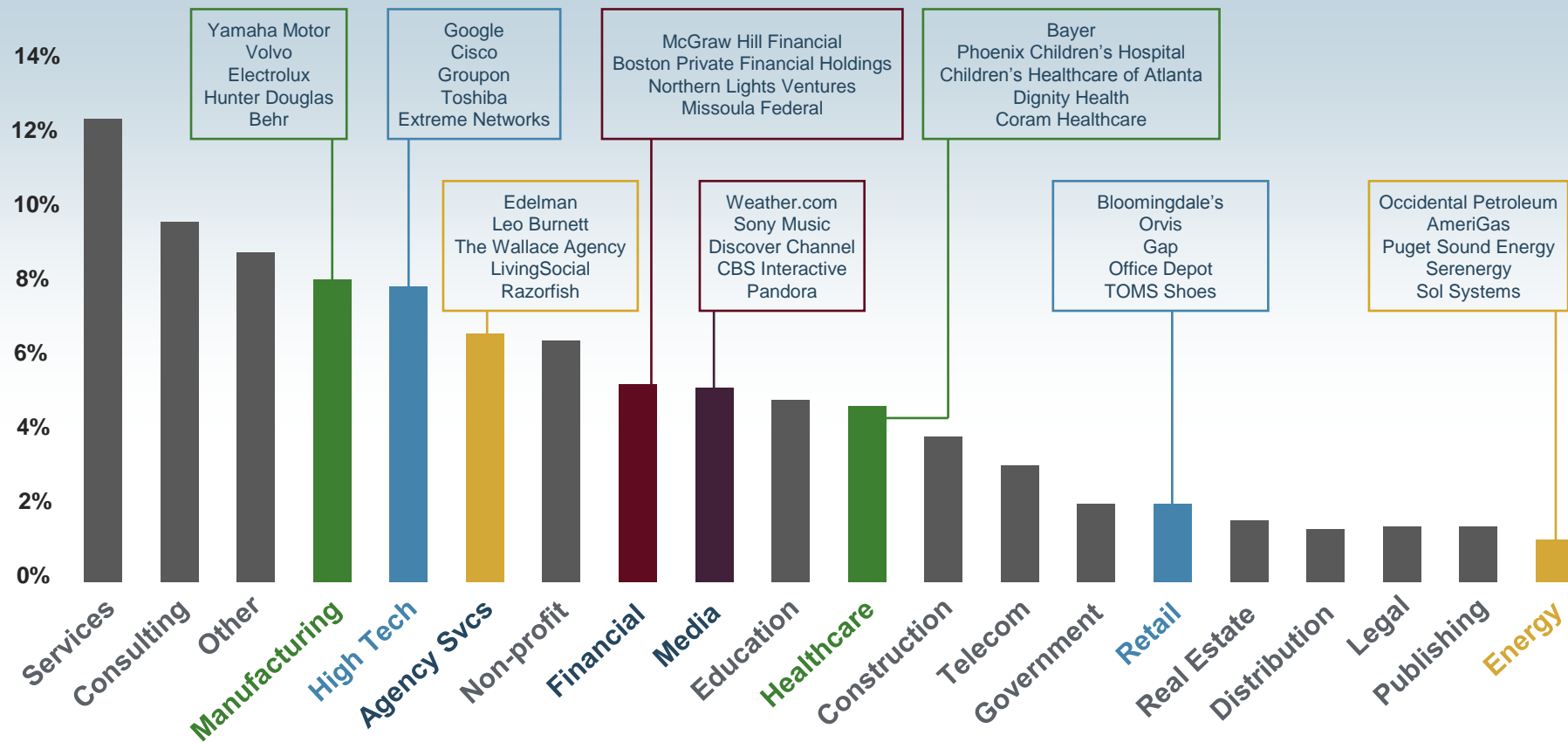


## Recognized Smartsheet Benefits (n=3488)















# Smartsheet Solutions For Every Organization



 IT & OPS	 Product	 Marketing	 Sales	 Project	 HR
Compliance & security	New product development	Email marketing	Pipeline management	PMO	Learning & talent development
Cloud migration	Agile development	Public relations	Sales operations	PMO core functions	Recruiting & talent acquisition
Help desk	Product launch	Event management	Customer success	Knowledge management	Employee relations
Office of the CIO	Product strategy	Website management	Sales enablement	Project & task management	HR support & systems
Vendor management	Product testing	Paid search		Project portal rollup	Recruiting event management
		Content marketing			

Thank you

