



ALTIFY + SALESFORCE PARTNER PORTAL

Bring Strategic Revenue Execution to Your Entire Partner Network

Extend Altify account planning, deal execution, and relationship intelligence into Salesforce Partner Portals.



If partners are part of the deal, they must be part of the plan.

Nurturing enterprise accounts increasingly involves partners, resellers, and ecosystem collaborators.

Yet most partner portals only provide access to leads and opportunities, not the strategic context required to execute complex account growth.

Altify extends strategic revenue execution directly into Salesforce Partner Portals, enabling partners to collaborate on accounts with the same strategy, insights, and execution framework as internal sales teams.

The Challenge

Your partner ecosystem is outside the execution system leading to:

- | Lack of strategic context in partner portals
- | Limited collaboration beyond leads and opportunities
- | Inconsistent execution between internal and partner teams

The Solution

Altify extends Strategic Revenue Execution directly into Salesforce Partner Portals:

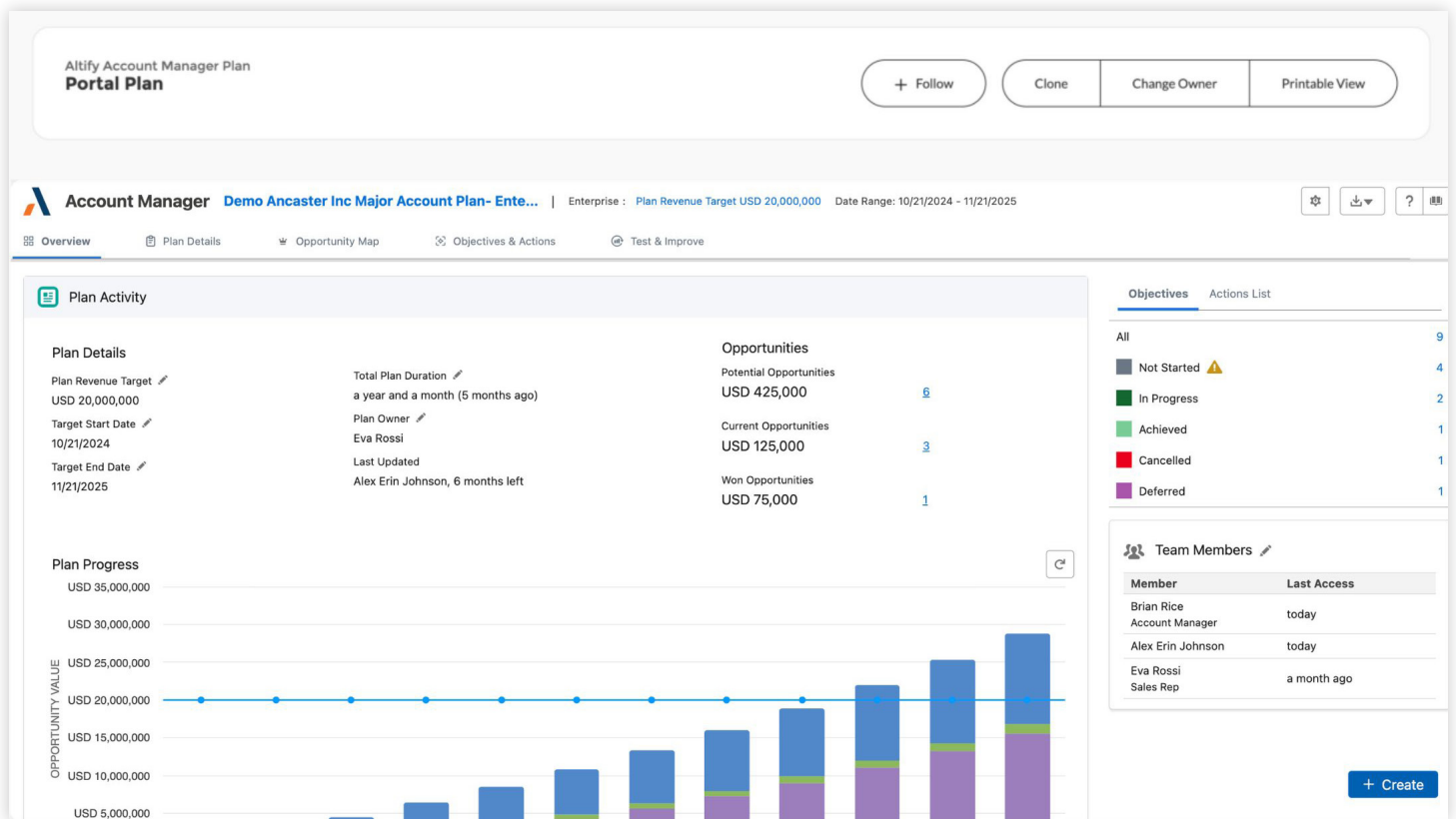
- | Account Planning
- | Deal Execution
- | Relationship Intelligence

✔ The Result

Centralized Communication: streamline communication between internal teams and partners within a single platform.

Key Capabilities - Account Plans Extend into Salesforce Partner Portals

Everything partners need to execute, built directly into Salesforce.



Account Planning Alignment

Share strategic account plans with partners to ensure everyone is aligned on objectives and strategies.

Collaborative Deal Execution

Enable partners to actively participate in growing accounts with collaborative objectives, actions, and best-practice workflows.

Relationship Intelligence Sharing

Provide partners with key relationship insights to build stronger connections and influence within accounts.

Whitespace Opportunity Mapping

Give partners a clear view of where there is opportunity for growth by highlighting the whitespace in any key account.

Test and Improve Reviews

Enable partners to participate in structured account reviews that identify gaps, surface risks, and refine strategy in real time.

Secure Role-Based Collaboration

Control which partners see strategic data. Maintain governance across accounts.

Salesforce-Native Integration

Extends directly into Salesforce's Experience Cloud / Partner Portals.

Benefits to Your Business

The impact of aligned execution across your entire partner ecosystem.



Increased Partner Revenue

Drive more revenue through your partner network with improved collaboration and execution.



Improved Deal Velocity

Accelerate deal cycles with partners by providing them with the tools and insights they need to succeed.



Enhanced Partner Engagement

Strengthen relationships with your partners by providing them with a valuable and collaborative experience.

Ideal Use Cases

Designed for complex, multi-party revenue environments.

Complex Enterprise Accounts

Enable partners to navigate and close large, complex accounts.

Global Expansion

Support partners in expanding into new geographic markets.

Industry-Specific Solutions

Empower partners to deliver specialized solutions.

Strategic Alliances

Foster stronger collaboration with strategic alliance partners.

Reseller Programs

Improve effectiveness through alignment and execution.



The synergy between Salesforce and Altify as our sales methodology is non-negotiable. This integrated platform replaces inconsistent execution with the structure and clarity we need to focus on winning deals. It's how we supercharge our strategic selling and ensure predictable revenue growth."

Richard Scheig
CRO, MeridianLink



Why Altify?

Altify is the Salesforce-native platform for Strategic Revenue Execution, helping enterprise revenue teams turn strategy into consistent execution across deals, accounts, and teams. By extending Altify capabilities into Salesforce Partner Portals, organizations can ensure that every participant in the revenue ecosystem executes from the same strategy.



Extend Strategic Revenue Execution to your partner ecosystem.

Enable partners to collaborate on deals with the same insight, strategy, and execution discipline as your internal teams.



Altify is the Salesforce-native platform for Strategic Revenue Execution.

We help enterprise revenue teams close the execution gap between strategy and results by embedding account planning, deal execution, and AI-guided coaching directly inside Salesforce.

The result: sellers focus on the right opportunities, managers coach with insight, and leaders gain the visibility needed to forecast with confidence and drive predictable growth.

See how Altify transforms the way the world sells at altify.com.