MAY 30, 2024

POET'S CORNER

Pricing & Order Entry Transformation

NEWSLETTER

Buckle up, team! Get ready for an exciting journey that's set to revolutionize how we operate. With summer on the horizon, POET's development is charging ahead, bringing crucial changes to our business. Implementation for Residential services is coming in November, with Commercial following in March 2025.

Big WIN! Let's celebrate the successful completion of our "Sales Usability Testing" sessions! The POET team watched you navigate the tool like pros, and your feedback is fueling major upgrades.

THIS MONTH'S MUST-READS:

☑ **Sales Usability Testing - A Recap:** See how your insights are making POET amazing!

☑ **What Your Colleagues Are Saying:** Hear why others are excited about POET.

☑ **POET Change Network Spotlight:** Meet the champions helping us navigate the switch.

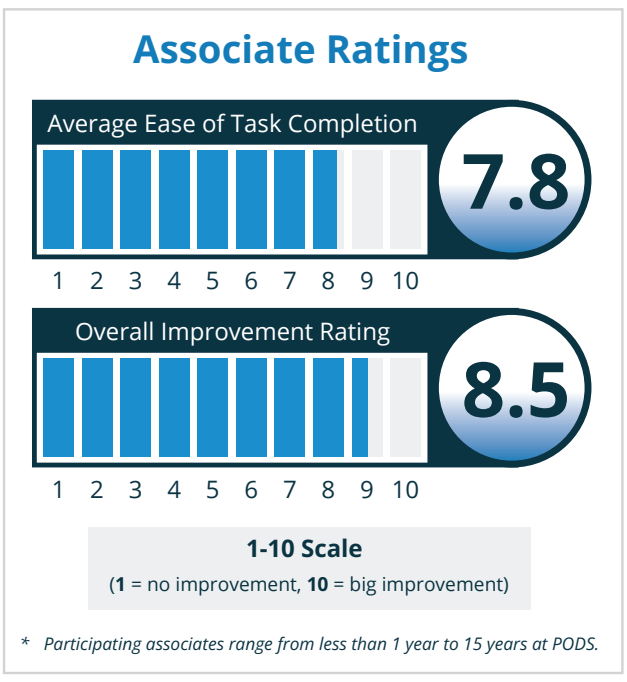
Your Input Matters! We need your questions and ideas – send them to POET@PODS.com. Let's build POET together!

POET Program Update

LET'S GET PUMPED!

Usability Testing Recap

We put POET to the test May 7-10 and you all rocked it! Eleven Sales Associates searched and created accounts, built quotes for local and long-distance moves and provided useful feedback.



Round two of testing comes in late July — stay tuned for more insider insights!

Hear From Your Colleagues!

Hear from one of the testers, **Carter Blackard**, Sales Associate II, on what he had to say about using Salesforce CPQ as a part of Project POET!

What was the biggest enhancement in CPQ compared to today?

"The major thing is the visual update and how the system flows in terms of where we are at in the call and how we can jump around (from one screen to another). The best word for it would be fluidity in terms of how you can pick up, stop and jump around throughout the software."



*Want to hear more from Carter? Check out his full interview on the **POET resource center**!*

Meet the POET Change Network

YOUR CHAMPIONS ON THE MOVE!

POET Change Network

The 47-member POET Change Network is a cross-functional team made up of members from all groups that will use CPQ — dedicated to ensuring your feedback reaches leadership!

Their inaugural meeting on May 21 was highly productive. Members aligned on shared goals to engage the broader PODS community and act as an honest sounding board.

The Change Network is your direct contribution line to POET's development. Don't hesitate to contact any members listed in the POET Resource Center with questions or suggestions as we progress!



Hear From Your Champions!

Hear from our Change Network lead, **Chris Crenshaw**, Sup II - Sales Operations, as he explains the ideation behind the Change Champions, his role, and how POET will shape the future of PODS!

What role have you played in the Change Network and how have you been engaged to support POET, thus far?

"I just started! So, I'm kind of just now starting to see what the future holds, right? As far as my role, my role now is to really engage the Change Champions. Give them the information, give them the tools they need to be successful in communicating new messages about what POET has to offer and its benefits."



*Want to hear more from Chris? You can find his full interview on the **POET resource center**!*

Virtual Scavenger Hunt

IDENTIFY ONE POET SME FROM THE RESOURCE CENTER

Find the subject matter expert name that stands out (anywhere on the resource page or in the documents). Click here to send your answer for a chance to win Blue Door coins.

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Additional Resources and Contact Information

POET Resource Center: This is your one-stop shop for everything POET – from training modules to contact info for our superusers and Change Champions.

Got questions or suggestions? Send them to the POET Program Inbox: **POET@PODS.com**