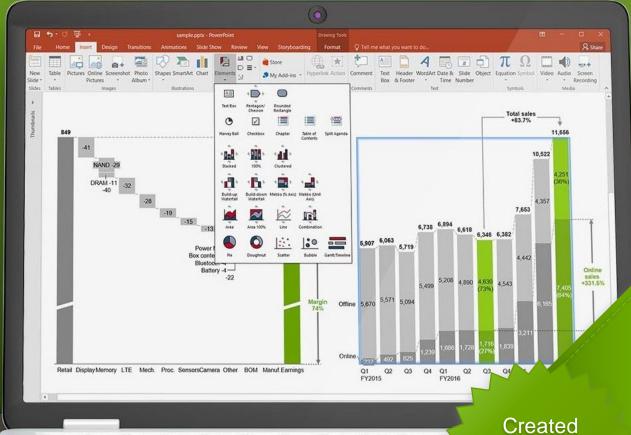


# HELPING YOUR SCHOOL BENEFIT FROM THINK-CELL



with think-cell

# Storytelling with charts

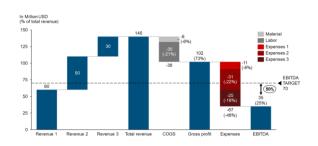


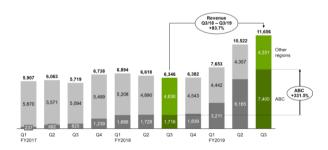
PowerPoint decks have become critical in top companies for presentations and supporting decisions. But making compelling charts has been time consuming.

think-cell turns your data into insightful charts that deliver a crisp message and reduces time to create charts from 30-60 minutes down to just 3-5 minutes.



#### Arrows and calculations



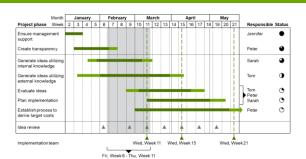


### Big pictures in small frames





## Strategic planning



	Phase 1	Phase 2a	Phase 2b	Phase 3	Phase 4
Focus	Research	Validation	Market fit	Efficiency	Scale
Key question	What is the problem?	Does our solution mal	ke sense?	How can we do this better?	Can we leverage our process for fast acquisition?
Key actions	Form informal customer development team     Find high-value customer problems     Learn how the product can solve customer problems	specific customers are	Develop positioning statement     Prepare sales materials, marketing strategies, and sales road map	Create end-user demand     Drive demand to company's sales channel     Initiate heavy marketing	Form formal departments for sales, marketing, and business development
Sources	Founders     Family/friends	Contract work		Angels	Investors
Mindset	Pre-startup	Startup		Growth	Company

## About think-cell and these sample slides



Slides were created with think-cell, the PowerPoint add-in used by +950,000 at







80 of the Fortune 100 companies

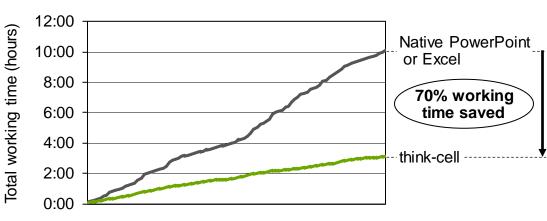
8 of the Top 10 consulting firms

9 of the Top 10 business schools

## Ease of use

- Available right in the PowerPoint insert ribbon
- Charts use native PowerPoint object so others can view/edit even without think-cell.

## Time saved

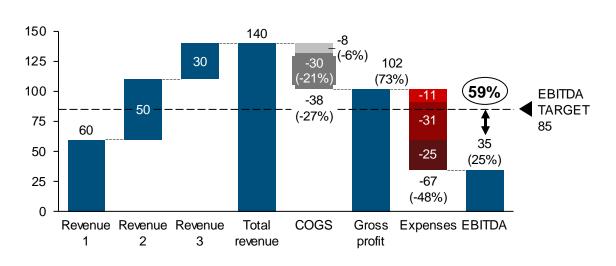


Progress in slide deck creation and alteration

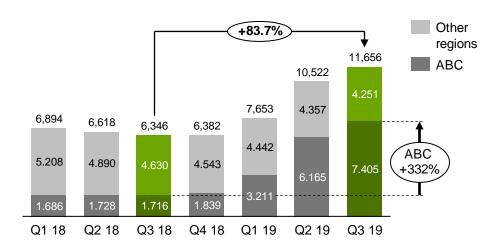
## Finance focused examples



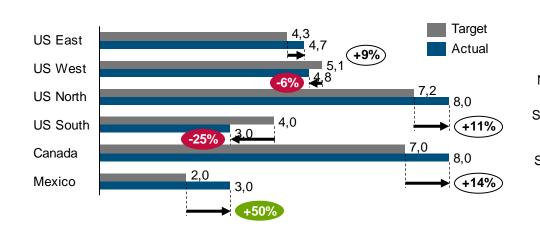
#### Waterfall chart for P&L



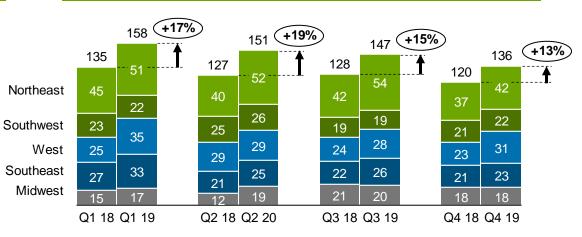
#### Stacked chart for QoQ revenue growth



#### **Cluster bar chart for Target vs Actual**



#### Clustered stacked for QoQ growth by region



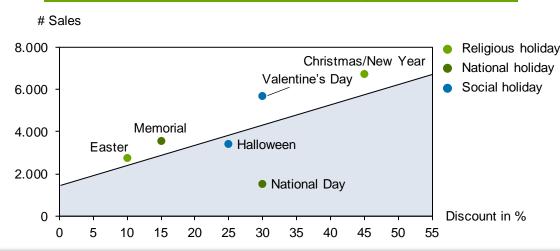
# Sales and Marketing examples



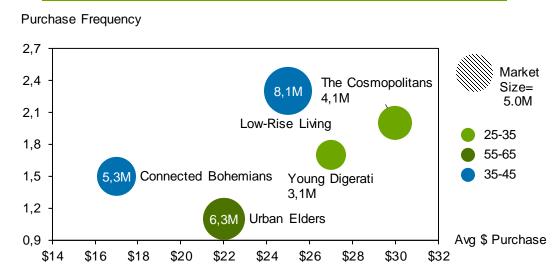
#### Combo chart for revenue and sales headcount



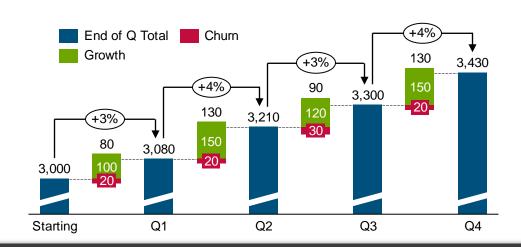
#### Scatter chart to show sales vs avg discount %



#### **Bubble chart to map customer segments**



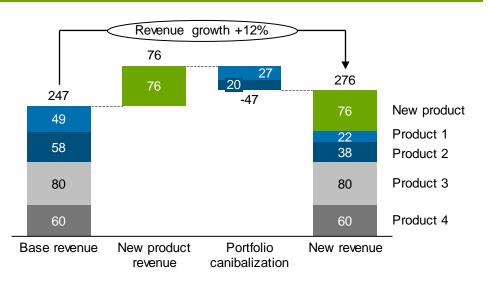
#### Waterfall for customer # and churn by quarter



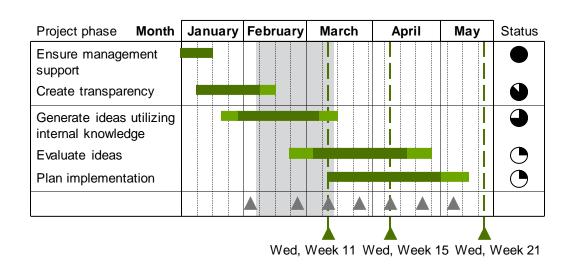
# Strategic Planning and Project Management examples



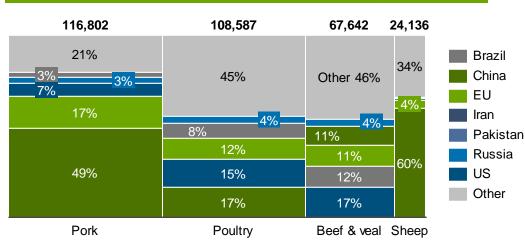




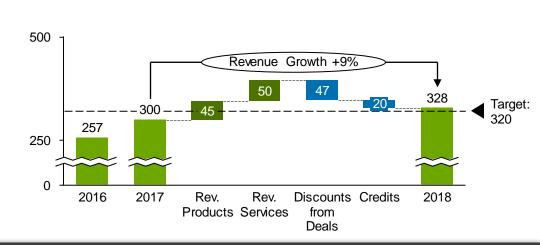
#### **Gantt chart for project phases**



#### Mekko chart to show market landscape

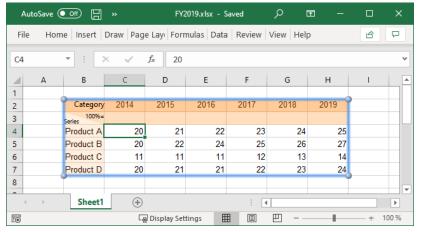


#### Waterfall for customer # and churn by quarter

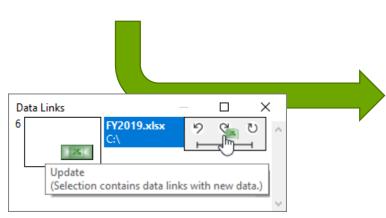


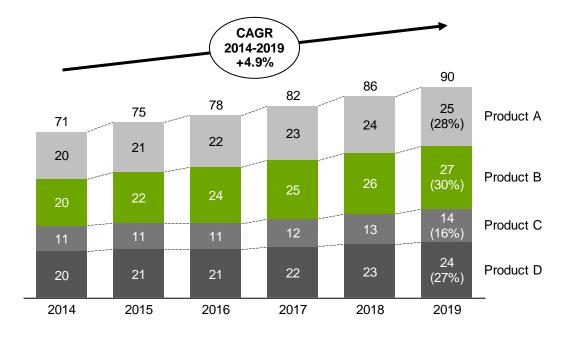
## Building periodic reports can be an automated process





Automatically create and update charts from Excel data with just one click – updating complete slide decks for monthly, quarterly and annual reports.

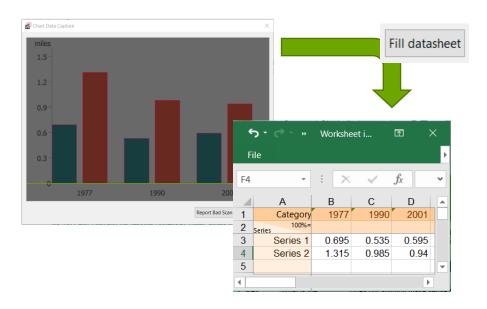




# Other think-cell capabilities



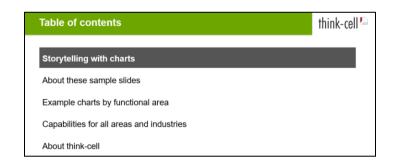
#### Scan images of charts and get their underlying data



#### **Build effortless process flows**

	Phase 1	Phase 2a	Phase 2b	Phase 3
Focus	Research	Validation	Market fit	Efficiency
Key Question	What is the problem?	Does our solution make sense?		How can we do this better?
Key Actions	<ul> <li>Form informal customer development team</li> <li>Find high-value customer problems</li> </ul>	<ul> <li>Discover who specific customers are</li> <li>Identify unique proposal to potential customers</li> </ul>	<ul> <li>Develop positioning statement</li> <li>Prepare sales materials, marketing strategies, and sales road map</li> </ul>	<ul> <li>Create end-user demand</li> <li>Drive demand to company's sales channel</li> <li>Initiate heavy marketing</li> </ul>
Sources	<ul><li>Founders</li><li>Family/frie</li></ul>	Contract work		Angels

#### Create agendas with hyperlinks that auto-adjust



#### Quickly send individual slides

