

Alexander, Dennis

From: Rose, Amy
Sent: Friday, August 20, 2021 4:54 PM
To: Alexander, Dennis
Cc: Parrish, Susan; Gracia, DJ; Burke, Victoria; Brady, Greg
Subject: RE: SHOUT OUT to Dennis Alexander as Salesforce Champion: OLP Target Plan

Hi Dennis,

This email made it's way to Jean-Lin and myself but I don't believe you were copied on it (please see below). I wanted to personally thank you for everything you are doing to support the team with Salesforce adoption. You absolutely role model what we want to see across all of our associates and have set a wonderful bar for us to strive for.

Separately I have had DM's message me letting me know what a difference you have made for them and how much they appreciate what you do. Please know the work you do does not go unnoticed. You are a bright spot for me and I thank you for going above and beyond. Susan, thank you for making the time to acknowledge this good work.

Enjoy your weekend!



From: Parrish, Susan <susan.parrish@royalcanin.com>
Sent: Thursday, August 12, 2021 6:59 AM
To: Pelatan, Jean-Lin <jean.lin.pelatan@royalcanin.com>; Rose, Amy <amy.rose@royalcanin.com>
Cc: Tiefenbrunn, Curtis <curtis.tiefenbrunn@effem.com>; Hall, Rick <rick.hall@effem.com>; Gracia, DJ <dj.gracia@royalcanin.com>; Burke, Victoria <victoria.burke@royalcanin.com>; Shaw, Mike <michael.shaw@royalcanin.com>
Subject: SHOUT OUT to Dennis Alexander as Salesforce Champion: OLP Target Plan

Hello Jean-Lin and Amy

Good Morning! I tried to copy you on a post in Salesforce Chatter and I don't think you are on the Champion group. Anyway, the purpose of this email is to give a shout out to Dennis Alexander as he is really stepping in and leading the charge to keep Vet up-to-speed on Salesforce. As you can see by the communication below, he took charge (since our position is open) and created the training and led the Champion call to enable the Vet DMs to understand the process for OLP Target plans. Without Dennis leading this it may have sat for a bit.

Thank you Dennis for leading this and modeling the Mutuality principle. You are a great Salesforce DM Champion, we appreciate all you do!

Susan



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From: Alexander, Dennis <dennis.alexander@royalcanin.com>
Sent: Tuesday, August 10, 2021 10:00 PM
To: Burke, Victoria <victoria.burke@royalcanin.com>; Gracia, DJ <dj.gracia@royalcanin.com>
Cc: Parrish, Susan <susan.parrish@royalcanin.com>
Subject: OLP Target Plan

Hello Victoria and DJ

I just wanted to show you how the OLP Target Plans Report will look once the DMs enter them. The DM is unable to alter the "Account Name" field in Salesforce. So they would have to input it as the instructions that I sent out on Tuesday. I wanted to make sure you had a clear view of what the outcome will look like.

Below is a screen shot of what it would look like when you pull a report. You will see the DM Owner Name in the first column, Opportunity name (with the *), and then the rest of the columns. The column with the * will tell you how many opportunities under that opportunity name there are. In this shot you will see all 5 of mine, with 3 different opportunity names. Depending how the DM names the opportunity it will categorize them, as we don't have pick list options. Hope this helps. Sorry so late, I never stop thinking Salesforce 😊



Report: Opportunities with Opportunity Teams

All OLP Target Plans

Total Records

31

<input type="checkbox"/> Owner Name ↑ ▾	Opportunity Name ↑ ▾
<input type="checkbox"/> Dennis Alexander (31)	* Grow OLP (1)
	* Grow Vetsource (3)



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