

# TERRITORY MAPPING CHECKLIST

| Essential Territory Management Features | Notes |
|---|-------|
| Upload business data directly           |       |
| Territory alignment & balancing         |       |
| Create custom territories               |       |
| Hierarchies                             |       |
| Reporting tools                         |       |
| Radius maps & heat maps                 |       |
| Routing software                        |       |
| Collaboration                           |       |
| Share maps publicly & privately         |       |
| Dedicated Account Manager               |       |
| Training available                      |       |
| Live chat support                       |       |
| Create territories from csv/spreadsheet |       |
| Delegation                              |       |