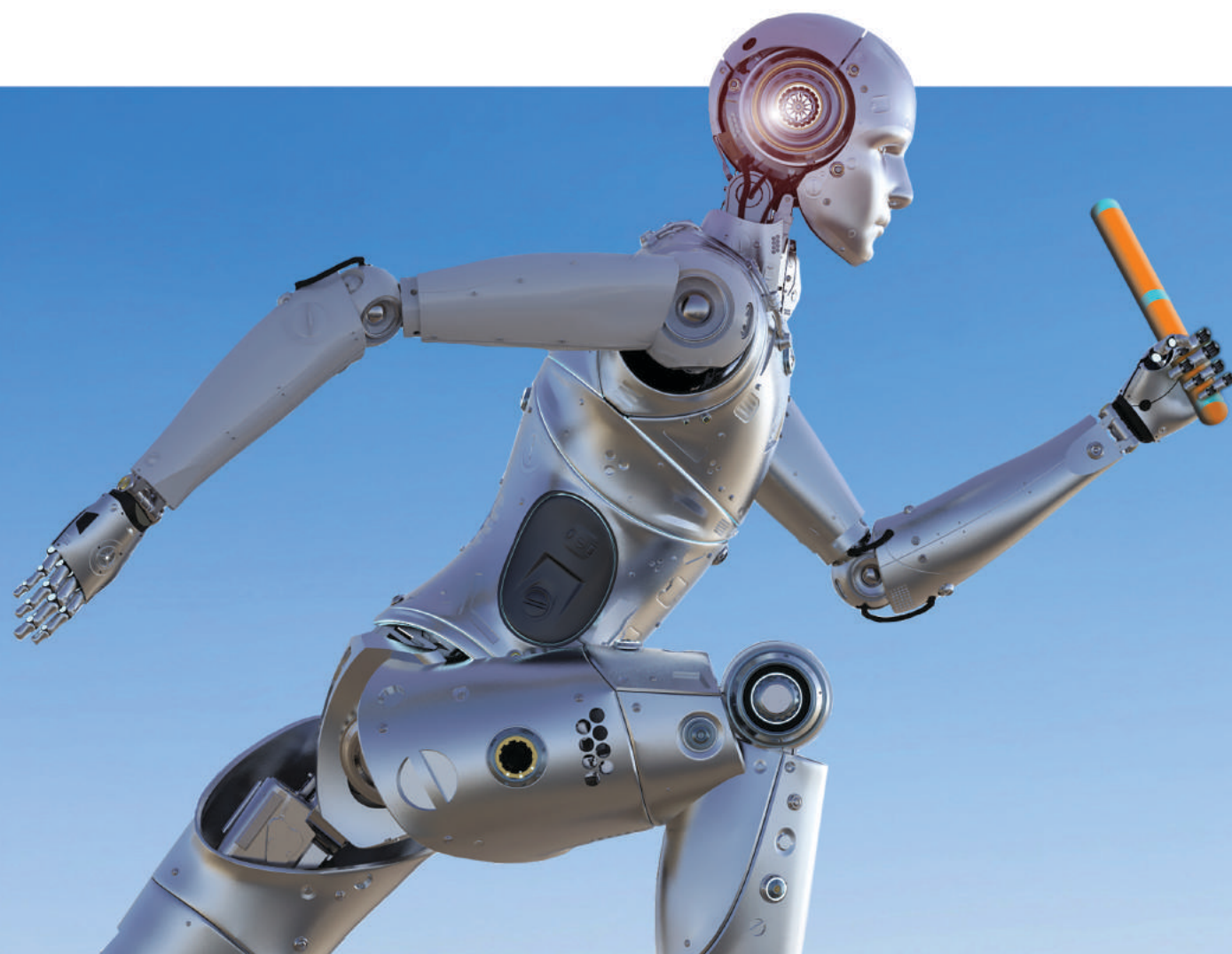




4 Ways Winning Teams Close More Deals with Aviso AI



In the world of sales, there are a lot of opportunities. But, the only deals that matter are the ones you close. It's a race to the finish. One sales team's win is another company's loss.

According to a recent survey by SiriusDecisions, **sales teams lose 77%** of the opportunities they pursue. That means **they only close 23%** of the deals in their pipeline. It also represents a lot of time wasted by salespeople focusing on the wrong deals or activities. If they were running a relay, they'd never make it to the home stretch.

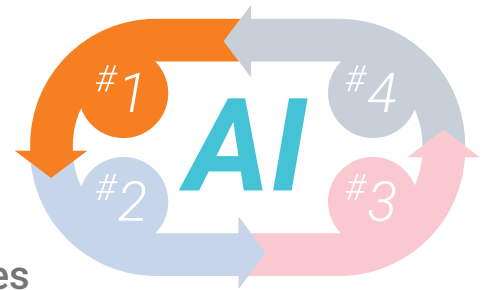
So, how do you ensure your **sales teams close more than 23%** of the pipeline and win more consistently? The same way Aviso customers like Dell EMC, Splunk, RingCentral, Sailpoint and other leaders do. They use the Aviso AI-powered Opportunity Management platform to close, on average, **20% more deals per quarter.**

Winning Strategy #1

Aviso AI-powered WinScores Stack the Odds in Your Favor

In this case, ignorance is not bliss. Use Aviso WinScores to accurately assess the actual statistical probability of closing any given deal within the forecast timeframe.

- Uncover new intelligence and insights to help close specific deals
- Stop relying on human subjectivity and underperforming CRMs
- Use Aviso WinScores that can predict which deals will close with > 90% accuracy
- See the characteristics contributing to each score, and areas requiring attention



"We use the AI-driven Aviso WinScores and compare them to the forecast category. The sales team now comes to meetings more prepared with action plans to win thanks to Aviso."

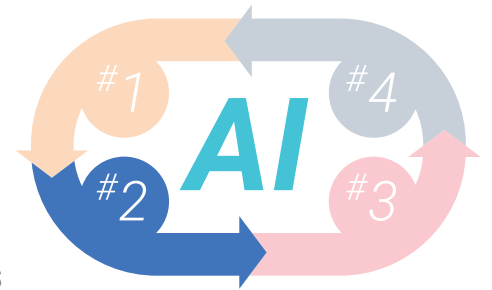
Jay Flanagan
Senior Director of Strategy & Transformation
Dell EMC



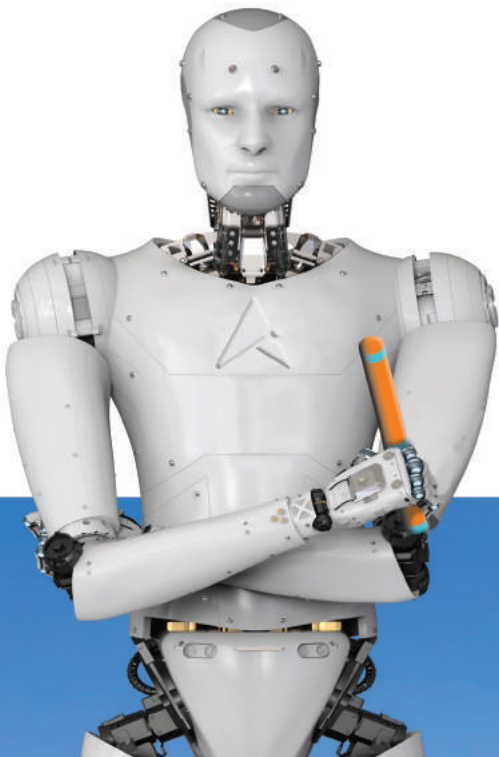
2x as many high-performing sales teams are likely to use intelligent technologies such as AI, sentiment analysis, next-step analysis and deep-learning.

Aviso AI-powered Opportunity Insights Trade Intuition for Intelligence

Opportunity Insights eliminates guesswork and enables you to identify and focus on the most promising deals. AI can interpret sales figures to determine which clients drive the bottom line, and which are a distraction.



- Gain insights from millions of data points to expose critical opportunity details
- Get an at-a-glance history of the deal showing when and how many times a close date changed
- AI highlights all key deal elements, giving you a 360° view of every opportunity



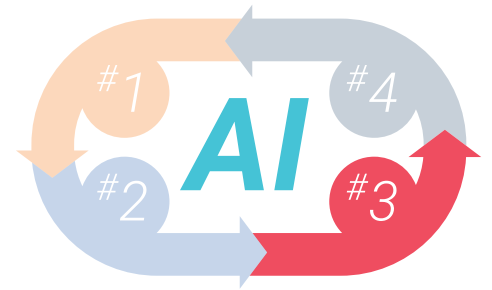
66% of high performing sales professionals believe that AI will transform or substantially impact Opportunity Insights.

Winning Strategy #3

Aviso AI Opportunity Maps Your Entire Pipeline At-a-glance

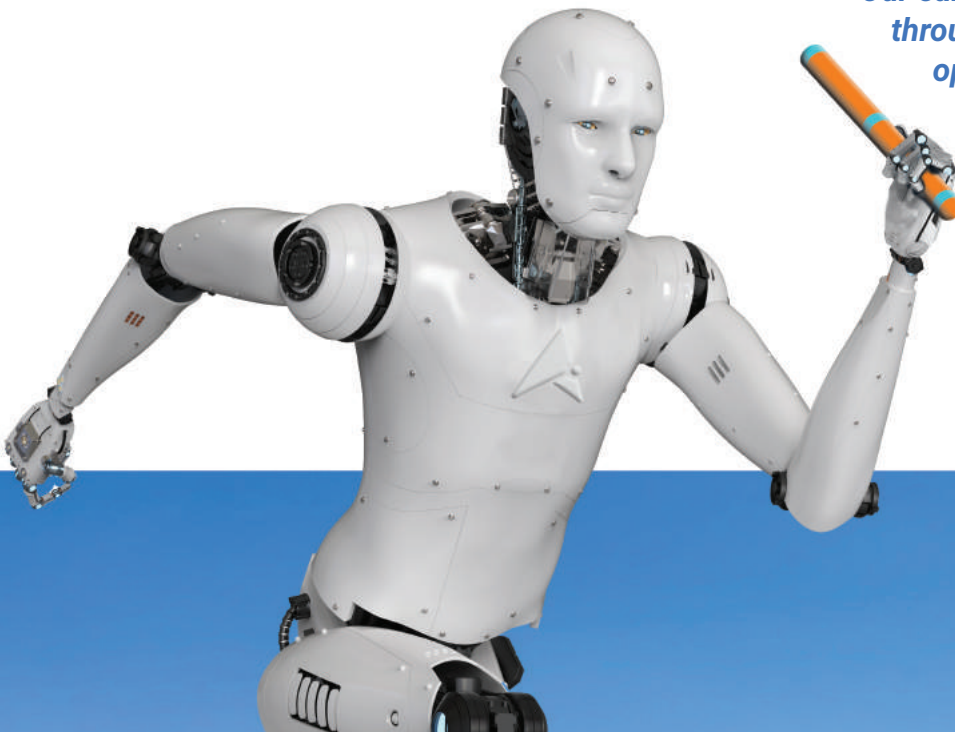
Aviso Opportunity Maps displays all the quarter's opportunities in a single, synergic, dynamic view to provide fast context and focus.

- Provide context and focus with all of the opportunities displayed in a single view
- Use visual cues to ID deals that are solid, risky, have upside or have no chance to close
- Drill down to see specific deals and their actionable Opportunity Insights



"Our sales leaders leverage Aviso WinScores throughout the Quarter to manage their opportunities more effectively and drive better outcomes."

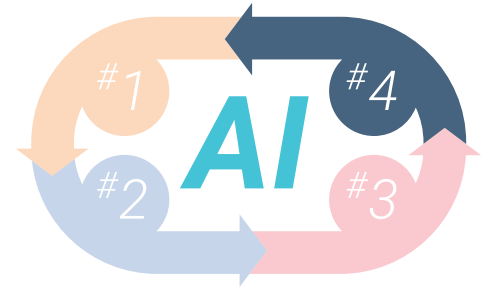
Robert Merrill
Head of Global Sales Operations
FireEye



Winning Strategy #4

Aviso AI Forecasting See What Others Don't

Course correct and re-task sales' efforts for results that are 50% more precise than traditional forecasting methods. Using Aviso AI, managers can predict, with a high degree of accuracy, next quarter's revenue, which helps better manage inventory and resources.



- Spot trends, trouble spots and gain insights so you can course correct in time
- Use multi-hierarchy views for insights by rep, team, geography, product, customer type or other attributes
- Flag areas that warrant further investment or need improvement



70%
of high-
performing sales
professionals believe
that AI will transform
or substantially impact
Intelligent
Forecasting

The Bottom Line?

High Performing Sales Teams Close More Deals With Aviso AI

Today's sales challenge is finding new ways to increase profitability, reduce costs, and outrun the competition, while minimizing risks. By leveraging our AI solution to execute against all four of these winning strategies, leading sales teams are more efficient, and crossing the finish line each and every quarter with more closed deals.

Take the Aviso90 Free Trial

We're so confident in the effectiveness and accuracy of our AI that we're willing to prove it. Take the Aviso90 Free Trial. We'll score all of your open opportunities and their associated WinScores. **If we're not at least 90% accurate** at predicting which of your deals close, we will pay \$500 to the charity of your choice.

Learn more at info.aviso.com/90-challenge-extra.



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