

AI-powered Opportunity Management. It's Why Aviso Customers Finish First.

Aviso AI-powered Opportunity Management WinScores, Insights, Maps and Forecasting highlight which deals have the highest probability to close, which need attention and those that are destined to drop out.

Sales teams that adopt AI are closing more deals. Those who don't are having a hard time reaching the finish line.



Without AI, sales teams are lagging.



of all opportunities do not close.

▶ Only 20% of companies have an accuracy of 80% or better with sales forecasting.

▶ 90% of spreadsheets contain errors that can compromise forecasts.

▶ AI adoption by sales teams is forecasted to grow 139% over the next three years.

▶ Salespeople take 3x longer to lose a deal than win a deal.

Nearly



of sales forecasts are wrong.

▶ Only 4 out of 10 deals forecasted will actually close as expected.

79%

of sales organizations miss sales forecasts by more than 10 percent.

While high-performing sales teams get ahead of the pack.

▶ High-performing sales teams are 2.3x more likely than underperforming teams to use AI and guided selling.

▶ High-performing sales teams are 10.5x more likely than underperformers to experience a major positive impact on forecast accuracy when using AI.



are counting on AI to transform Intelligent Forecasting.

▶ 65% have confidence in AI to uncover Account Insights.

▶ 80% of sales executives believe that AI improves sales performance.



trust AI to substantially impact Opportunity Insights.

▶ By 2020, 30% of all companies will employ AI to augment at least one of their primary sales processes.

Meanwhile, Aviso AI customers win the race, closing 20% more deals per quarter.



accuracy predicting wins with Aviso AI-driven WinScores.

▶ 50% of Day 1 forecasts are more precise than forecasting methods such as spreadsheets.



accuracy of pipeline wins using Aviso AI-based Day 1 forecasts.

▶ More than \$150B in pipeline deals under Aviso management in 2017.

▶ Sales teams trusted Aviso AI with 2.4 million opportunities last year.

Take the Aviso90 Challenge Free Trial!

We're so confident in the effectiveness and accuracy of our AI that we're willing to prove it. Take the Aviso90 Challenge 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

