

Have More Effective Calls And Win Deals Faster

Here's how Aviso's Conversation Intelligence can make your team a deal-closing machine.

Notes from the sales calls weren't taken properly, the important information from the call never made it into the CRM, the information from the conversation wasn't passed to other members of the team, reps are not sure how to respond to sales objections – valuable information that is usually lost after a call with a prospect. Even listening to a call recording and combing through it to locate specific objections, competitor mentions can be time-consuming.

True AI Platform

- Highly Accurate Transcription
- Models are not lexicon search bases DL
- Models for each component
- Fine tuned on sales conversations

Augmented AI Models

- Single Pane of Glass View across CRM
- CI based ML features
- Addresses data inconsistency in CRM

Wider CI Capabilities

- Sentiment Analysis
- Emotion Analysis
- Topic Modeling
- Keyword Identification



Collaboration Workspace Integration

- Automatic Deal Room Creation

Call Summarization

- Multi-Dimensional approach
- 2 Min Call Summary
- Aspect Based Sentiment Analysis
- CI Metrics
- Next Steps Identification



Know The Buyer Like The Back Of Your Hand

No more false positives due to rep bias. Aviso uses Natural Language Processing technology to reveal hidden cues and highlight buyer feelings about your product. Understand the real status of any deal as Aviso's sentiment analysis picks up on the underlying tone of a conversation across audio and video cues and assigns buyer intent scores. You can also prioritize winnable deals using mined customer intent data within the Aviso platform

Instantly Derive Insights From Hours Of Meetings With Smart Transcriptions

Hate listening to hours of call recordings and poring over call transcripts? Great, us too. Get automatic summaries of the entire call including key talking points, and action items immediately after the call end, reps can save a lot of time (since you get insights immediately when the call ends, and there is no waiting time)



Embedded Collaboration and Coaching Spaces

Stop flitting between tabs to communicate/discuss your deal progress. Aviso's embedded collaboration spaces help align teams on forecasts, review deals, and coach teams on deal best practices. Get a 360-degree view of sales efficiency metrics, CRM hygiene, relationship scores, and interactions with prospects over time. You can also see conversational intelligence metrics like talk ratios, longest customer story, and question rate all in one shared collaboration space

A Full Body Integrative Platform - Not Just a Call intelligence tool

Aviso combines what reps say from conversations with what they do (from email, calendar, & contacts) and what they want you to see (from CRM). Combined, these data sources allow our AI models to learn what behavior drives success for your organization.



With **305 billion** insights processed, **1.5 million** calls transcribed, and a **99% transcription** accuracy you are in good hands with Aviso.