



Make Revenue-Focused Alignment Easier

How RevOps Teams Can Maximize Revenue And Mitigate Deal Risks With Aviso's Conversational Intelligence



Improve Forecast Accuracy With Signals That Help Bring Deals Back On Track

How: Aviso's CI engine analyzes 1000+ signals such as speaker sentiment, keywords used, and competitor mentions from calls, meetings, and emails. This data is used to build forecast projections with 99% accuracy and delivered to your revenue teams in the form of email nudges and call transcripts.

Outcome: These signals give RevOps teams complete clarity on why the forecast for a particular product line or segment dropped, who the stakeholders are, or why a particular deal is progressing or stalling at any specific stage. The teams can use these insights to course-correct deal slowdowns in real-time.



Achieve Cross-Functional Alignment With Revenue Teams

How: Aviso automatically generates post-call insights like talk-to-listen ratios, topic durations, and question synopsis. These, along with Aviso's call summaries, help reps rapidly analyze a meeting and help RevOps teams unblock sales workflows by involving the right stakeholders at the right time.

Outcome: Bring subject matter experts from cross-functional teams into one shared collaboration space. For instance, RevOps teams can quickly involve the legal team if a prospect has a compliance-related question or the product team if a customer has a roadmap-related inquiry.



Create A Data-Driven RevOps Culture

How: Aviso's CI reports and analytics help RevOps measure and analyze all prospect-rep conversations, interactivity ratio, longest customer story, and patience metrics. CI reports include key statistics (such as weekly call duration/volume) for every sales rep on the team and leaderboard call stats of every member of the sales team to help RevOps teams get an overarching view.

Outcome: This helps RevOps teams leverage Aviso CI to reduce friction between go-to-market teams, and make decisions to achieve collective goals. Aligning all stakeholders on business metrics internally and across various organizational functions is key and will help solve multiple problems in one go.