

Aviso Enabled Ivanti With “Single Pane of Glass” For Deal Intelligence And Fueled Organic Growth And M&A

Aviso AI has been partnering with Ivanti since 2021.



The Summary

Ivanti embarked upon a consolidation project to integrate data from its multiple Salesforce instances to streamline all its sales business processes. They were also facing performance issues (such as disconnected CRM instances and manual forecast rollups) with their previous provider. So, as part of the transformation, there was a need for a tool that could perform robust forecasting, deal management, and activity management.



Founded in 1985, Ivanti produces IT security, cybersecurity, IT service and asset management, and unified endpoint management software



Challenges Faced

- 01 Disconnected instances of Salesforce CRM
- 02 Manual forecast rollup with MS excel and powerpoint
- 03 Scattered data across CRM and excel spreadsheets
- 04 Lack of deal insights into opportunities and activities
- 05 Complex hierarchy requirements



Solutions Provided

- 01 Read from and write back to multiple CRM instances
- 02 Customized access for sales reps to view their respective opportunity pipeline
- 03 Interactive page layouts for different instances
- 04 Ability to handle varying dollar values for multiple pivots
- 05 Dynamic views of opportunity owners as the last node



Benefits For Ivanti

- ✓ "Single pane of glass" solution providing real-time deal intelligence
- ✓ Integrated analytical view of entire business and opportunities pipeline
- ✓ Increase in sales rep productivity which allowed for more focus on customer engagement
- ✓ Significant reduction in IT costs



Key Users

- C-Level Leadership
- Sales Managers
- Revenue Operations
- Field and Virtual Sales Reps



What I loved about Aviso is how easy & simple it was to pull data from different CRM instances. Aviso took away heavy lifting for IT. Impressive!



Al Arun
Chief Customer Officer, Ivanti



About Aviso

Aviso's AI has generated over 350 billion insights, analyzed \$400B in the pipeline, and helped customers win \$164B in deals across customers. By using Aviso, sales teams close 20% more deals with 98%+ accuracy and can reduce CRM cost burden by up to 30%. Aviso is backed by Storm Ventures, Scale Venture Partners, Shasta Ventures, and leading Silicon Valley and global technology investors.



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