# people.ai

Unleash Your Pipeline's Full Potential

Unlock the Answers to Critical Business Questions to Maximize Revenue Growth

We live in a data-driven world.

The problem? That data often feels like it's kept under lock and key in a data warehouse or a business intelligence tool which require engineering or data science skills to extract any real value.

Ready to trade the lock and key for transparent data, accessible 24/7?
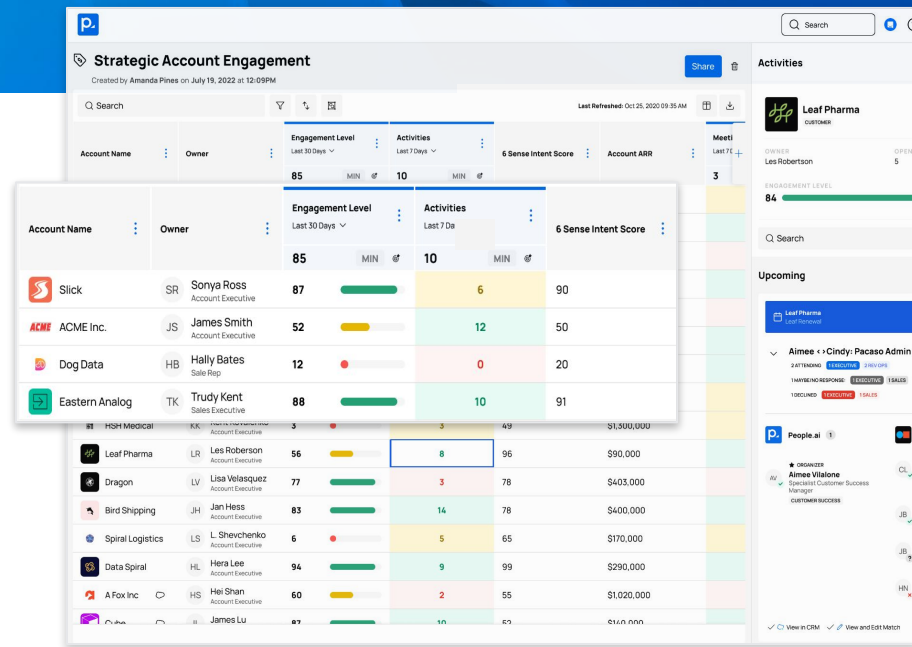
You're not alone! Gartner predicts that by 2026, 65% of B2B sales organizations will transition from intuition-based decision-making to data-driven decision-making, using technology that unites workflow, data, and analytics.

Make the unclear, clear with Engagement Dashboards. Designed for enterprises, user-friendly dashboards and data tables provide 360-degree views into your GTM motion. Powered by patented AI insights, Engagement Dashboards allow you to spend less time digging and more time derisking deals and strategically plotting next steps based on complete and accurate data. With unprecedented visibility into your GTM motion, the only thing you'll be unlocking is a deep understanding of what's happening in the field. All available where your sales teams live and breathe today, the CRM.

[1]Gartner, CSO Leadership Spotlight May 2022

Improve Win Rates

Close more deals faster by ensuring sellers are driving the right activities, with the right buyers, at the right level.

Shorter Sales Cycles

Cut through the noise and unlock complete visibility that allows you to proactively identify risk and rescue in-quarter deals.

Larger Deal Sizes

24/7 access to buying signals and trends to ensure customer growth, retention, and expansions have the right momentum and attention.

Confirm What You Know and Let AI Surface What You Don't to Prevent Revenue Leaks

Magnify the power of Engagement Dashboards with auto-populated and configurable views. In seconds, explore high-level signals and trends via a user-friendly UI that features bar graphs and tabular data tables. Based on complete and accurate data, confirm what you know and automatically surface what you don't know (but need to) in order to achieve revenue goals. For example, automatically surface which accounts or opportunities have low engagement or no executives engagement - common signs the customer may churn or the deal may be at risk.

Added Efficiency and Scalability

With easy-to-use, native Salesforce reporting RevOps will introduce efficiency into sales processes and unifying GTM teams, resulting in more predictable growth and a scalable business (no engineering or data science skills required).

Total Weekly Activities

Your team has engaged with **8** executives this week from **7** strategi

Up by **3** from Last week 🎉

Meeting
This Week
34   -1.23%

Emails
This Week
124   +2.11%

Drive Revenue, Quickly (and Accurately)

Revenue leaders are expected to increase win rates, increase deal size, shorten sales cycles, and grow pipeline. This isn't possible without 24/7 access to easy-to-consume, complete and accurate data.

Consumable Data, Purpose-Built for Revenue Organizations to Promote Strategic Decisions

Executives gain complete visibility into the GTM world – ensuring customer growth, retention, and expansions are on track to achieve revenue targets quarter over quarter.

Open Opportunities
This Week
43

Total Pipeline
This Quarter
$12.5M
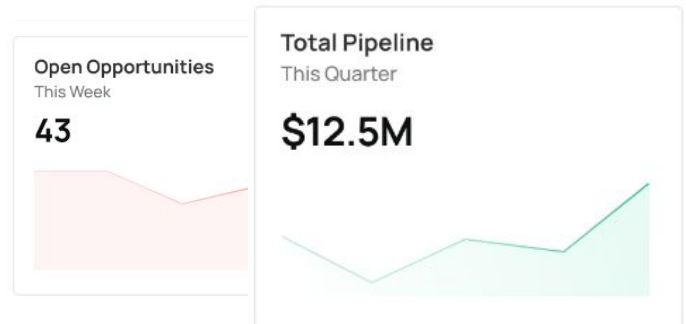
Engagement Dashboards are fast, fluid, and flexible. We can now easily see if our biggest opportunities are given the appropriate attention, and quickly adjust our actions accordingly."

Frankie Panicucci
Sales Operations Generalist

VONAGE

Delivering Best-in-Class Data Protection, Cloud Computing, Security and Compliance

Protecting your information is a vital part of one of our core company values: "The Customer Is Everything."

CSA STAR   GDPR   SOC 2 TYPE 2 AICPA SOC   ISO 27001 Certified   ISO 27017 Certified   ISO 27701:2019 Certified