

Aviso Demo

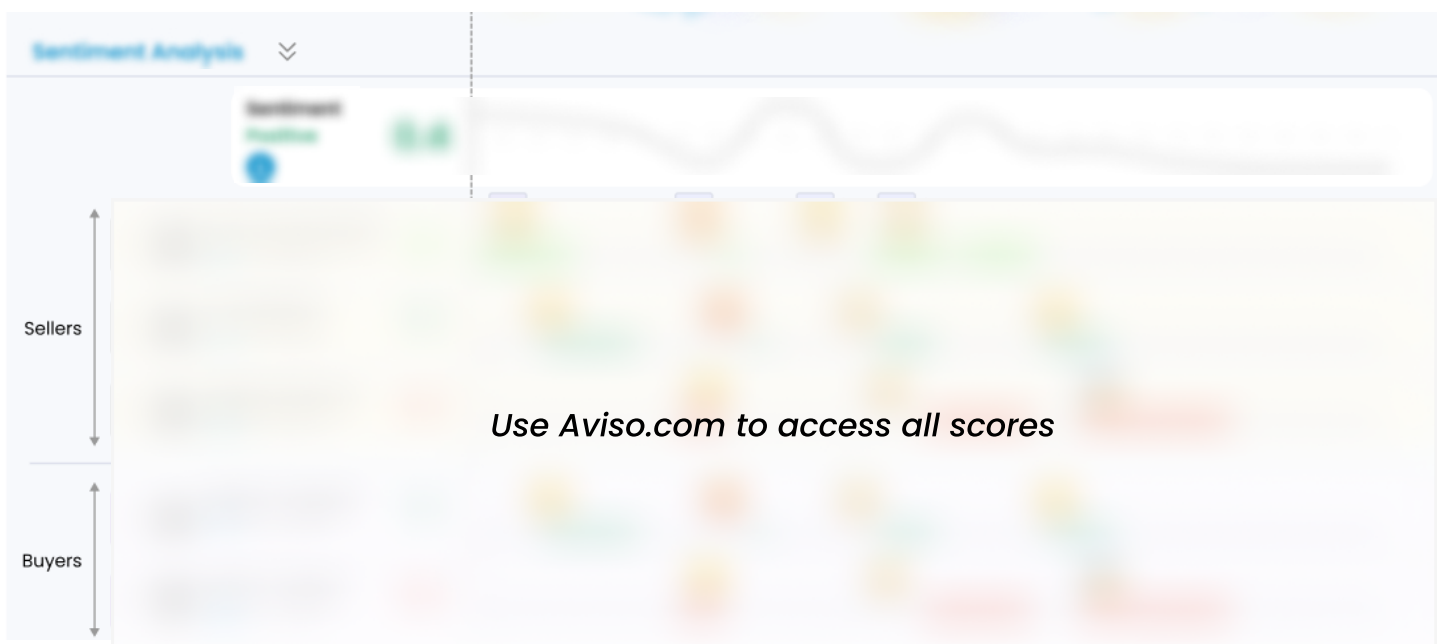
Date: N/A

Aviso call report link: N/A

Aviso meeting shorts (video highlights) link: N/A (use Aviso.com to get a full report and video highlights)

Aviso Buyer Interest Score - Unavailable (use Aviso.com to get Buyer Interest Scores)

Sentiment Analysis



Meeting Outcomes

1. Max and Maher discussed the need for a long-term solution to drive efficiency and automation of revenue operations, including sales and customer success support.
2. They are looking to implement an activity capture relationship intelligence solution to increase revenue.
3. They discussed the use of data sets, predictions, and relationship intelligence to generate a win rate proxy and engagement score.
4. They discussed contact enrichment and writing data to Salesforce to do light predicting of their forecast.
5. They discussed the use of predictive analytics to provide more robust data and benchmarks for relationship intelligence.

6. They discussed the need for predictability and forecasting tools, and the possibility of using Aviso for the solution.
7. Aviso can differentiate between selling and buying sides in a conversation, and if no one shows up for a meeting, there is nothing to pull from Zoom and the meeting won't be tracked as a no show.
8. They discussed the need for a database of potential partners, customization of processes and salesforce layouts, and the ability to replicate successful deals.
9. Max proposed a POC with 50 users to test the configuration, mapping, and accuracy of data.
10. They discussed two parallel projects: Forecasting Guided Selling Solution and Relationship Intelligence.
11. Vincent and Max will discuss an infosec proposal internally and then get back to Maher.

Next Steps

Maher After passing the hurdles, start thinking about broader strategy using the POC results to inform that strategy; consider integration with other providers like a dialer

Max If POC is successful, sign a 1 year contract and configure Aviso for 50 users; then discuss other use cases that would be of interest

Rex Confirm that Aviso is capturing the right activities and representing the data correctly

Buyer Insights

Areas Of Concern

Aviso uses the "Pinocchio Effect" to identify nonverbal cues of the buyers and surfaces critical objections that need to be addressed.

Max Confused about the move from the conversation.

Maher Confused about who max needs to get for the infosec kickoff.

Rex No Areas of Concern Identified

Areas Of Interest

Aviso uses the "Mehrabian effect" to identify engaging moments in buyer interactions through their emotional cues.

Maher Inquisitive about the level of customization that is available and any limitations to tying it to specific processes and salesforce layouts. Inquisitive about the services needed, if they can be done in-house, and if they need to be outsourced. Inquisitive about what rex would like to see as part of the poc. Inquisitive about how to replicate successful partner strategies and how to reduce infighting. Inquisitive about calls originating from an external dialer. Inquisitive about call data workflow, past integration, and dialer use.

Rex Inquisitive about how a zoom would be tracked if the meeting never happened.

Max No Areas of Interest Identified

Conversation Starters

Use Aviso.com to access all talking points

Metrics

Participants

Max

Excitement

xx% (use Aviso.com to get excitement scores)

Talktime

xx% (use Aviso.com to get talktime)

Use Aviso.com to access all scores

Found Our Report Actionable?

This Report Is Just A Taste Of Our Conversational Intelligence Solution- Used By 150+ Revenue Teams To Increase Win Rates To 43%.

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Conversational Intelligence with Aviso is like an X-ray of what’s happening in your sales team. It equips your reps with the tools to produce higher numbers, receive better compensation, and increase customer success

**Lori Harmon, VP Global Renewals &
Virtual Sales
NETAPP**