SINGLE PANE OF GLASS FOR CRM & SYSTEMS OF RECORD

aviso

$64$8

56498

SINGLE PANE OF DATA
SINGLE PANE OF UX

CUST SUCCESS

EXTERNAL DATA SOURCES

CRM 1

CRM 2...CRM N

EMAILS

CALENDAR

PHONE CALLS

SUPPORT TICKETS

MARKETING

Web

Mobile

Voice

Metaverse

AVISO RESOLVES MULTIPLE CRM INSTANCES PROBLEM

- Aviso integrates multiple instances of Systems of Record such as CRM (e.g Salesforce) in a single view.

- Aviso is the only Revenue Intelligence player to integrate across CRM instances because of a proprietary Time-Series Database architecture

- Aviso gives a single view of Forecast across multiple CRM instances, and single view of Opportunities as well. For e.g. Aviso stores common datasets from SFDC, including Opportunity, Opportunity Split, Account, User, User Role, Contact, etc.

- You can instantly see what changed in your pipeline and why, view your business with custom hierarchies - geo, product, industry, overlay, new/renewal, services, consumption

- Aviso's single pane provides bottoms up manager's judgment forecast and blends top down judgment

- Aviso creates the hierarchical views based on the assigned Sales Rep. As such, each opportunity would be listed as a separate deal in the Deals list and unified on a single pane of glass. In addition, each opportunity would be forecast separately.

- Commonly, multiple SFDC instances are the result of acquisitions, thus the SFDC UserIDs are unique, and each rep is not in multiple SFDC instances. However, if the same rep is creating opps in multiple SFDC instances then a mapping of rep UserIDs will be required. Aviso supports both use cases.

Enterprise: Single Pane Of Glass for CRM

![ivanti]

"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

> Aviso helped Ivanti at a crucial time of organic growth and Mergers & Acquisitions. Ivanti faced significant performance issues with incumbent provider (Clari), and replaced Clari to go with Aviso, also bringing Conversational Intelligence vs Gong

▶ 3 Disconnected instances of Salesforce CRM

▶ Manual forecast rollup with XLS and PPT. Data was stale, error prone and time consuming

▶ Sellers' tool fatigue - SFDC, Clari, People.ai & Gong

▶ Single Pane of Glass across all Ivanti CRM Instances

▶ Real Time digital view of business and opportunities

▶ Tool simplification & Cost reduction. Aviso replacing Clari, People.ai, Gong. Future Proof to help with future M&A

Aviso provides a true single pane of glass allowing information to be read from and written back to multiple CRM instances and systems

2021 Q2 (Current)   Sales >   Global >   ☰

Breakdown By Segment   TOTAL   WARE   SERVICES   TRAINING

Legacy_SFDC

M&A_SDFC

Legacy_Dynamics

Subsidiary_SDFC

Forecast ⋮

⬇ Export Data   ⚒ Customize Layou

Last synced: Today, 4:55 PM

NAME 📌		BOOKED	QUOTA	⚡ AI FORECAST	GAP TO QUOTA	COMMIT	MOST LIKELY	BEST CASE
Global	💬 ⋮	**$27,621,806**	**$105,800,000**	**$103,623,434**	**$78,178,194**	**$94,261,000** $94,881,000	**$108,076,000** $107,993,000	**$119,009,000** $123,074,000 ⇄ ACCEPT ROLLUP
↳ Legacy_SFDC	💬 ⋮	$17,002,953	$65,680,000	$69,919,695	$48,677,047	$47,794,000 $48,414,000 ⇄ ACCEPT ROLLUP	$68,991,000 $68,991,000	$76,389,000 $80,709,000 ⇄ ACCEPT ROLLUP
↳ M&A_SFDC	💬 ⋮	$2,488,785	$14,200,000	$10,213,880	$11,711,215	$9,500,000 $9,500,000	$15,465,000 ✏ $15,465,000	$13,823,000 $13,727,000 ⇄ ACCEPT ROLLUP
↳ Legacy_Dynamics	💬 ⋮	$8,130,068	$24,890,000	$23,489,858	$16,759,932	$20,558,000 $20,558,000	$23,620,000 $23,517,000 ⇄ ACCEPT ROLLUP	$28,797,000 $28,638,000 ⇄ ACCEPT ROLLUP
↳ Subsidiary_SFDC	💬 ⋮	$8,130,068	$24,890,000	$2,564,753	$16,759,932	$20,558,000 $20,558,000	$23,620,000 $23,517,000 ⇄ ACCEPT ROLLUP	$28,797,000 $28,638,000 ⇄ ACCEPT ROLLUP

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Deals

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520 Deals • $73.5M · Export Data · Customize Layout

Search Deals · GROUPS · LIST · MAP

NAME	OWNER	ENGAGEMENT SCORE	SCORE	AMOUNT	DEAL LEVEL FORECAST			INSTANCE
Arrowhead Project 4218	Jane Cooper	A+	84	$6,789,000	56%	IN	$789,000	Legacy_SFDC
Intelsat S A Project 2035	Robert Fox	B+	60	$123,456,789,000	120%	IN	$123,456,789,000	M&A_SFDC
Honotron License Deal	Esther Howard	C	32	$123,456,789,000	56%	IN	$23,456,789,000	Legacy_Dynamic
Nuvasive Inc. Licenses	Jacob Jones Francis	B-	60	$6,789,000	–	OUT	$6,789,000	M&A_SFDC
Voipa License Deal	Cameron Williamson	A+	19	$123,456,789,000	56%	OUT	$56,789,000	Legacy_Dynamic
Cyberonics Inc. Upsell	Guy Hawkins	B-	60	$56,789,000	120%	IN	$6,789,000	Subsidiary_SFDC
Belden Inc Project 2865	Wade Warren	C-	32	$789,000	–	IN	$89,000	M&A_SFDC
Greenclicks Renewal 751	Jenny Wilson	A+	60	$123,456,789,000	120%	OUT	$56,789,000	Subsidiary_SFDC
Proflex Impl. Project	Brooklyn Simmons	A-	84	$456,789,000	56%	IN	$789,000	M&A_SFDC
Getty Realty Corp 2963	Kristin Watson	D+	19	$123,456,789,000	–	OUT	$123,456,789,000	M&A_SFDC
ExoComm Impl. Licenses	Leslie Alexander	A	84	$123,456,789,000	120%	IN	$6,789,000	Subsidiary_SFDC

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Breakdown By Segment TOTAL SOFTWARE HARDWARE SERVICES TRAINING

Deals ⋮

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Filters
Clear Filters

INSTANCES
- ☐ LEGACY_SFDC
- ☐ M&A_SFDC
- ☐ LEGACY_DYNAMICS
- ☐ SUBSIDIARY_SFDC

CATEGORY
- ☐ Commit
- ☐ Best Case
- ☐ Most Likely
- ☐ In Forecast
- ☐ Out of Forecast

JUDGEMENT ACTIVITY
- ☐ Mismatches
- ☐ Matching
- ☐ Not Up-to-date
- ☐ Up-to-date

AMOUNT

$50,000	$150,000,000
Minimum	Maximum

DEAL LEVEL FORECAST

$50,000	$150,000,000

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☆ Intelsat S A Project 2035	Robert Fox	B+	60	$123,456,789,000	120%	IN
☆ Honotron License Deal	Esther Howard	C	32	$123,456,789,000	56%	IN
☆ Nuvasive Inc. Licenses	Jacob Jones Francis	B-	60	$6,789,000	–	OUT
☆ Voipa License Deal	Cameron Williamson	D	19	$123,456,789,000	56%	OUT
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