

SINGLE PANE OF GLASS FOR CRM & SYSTEMS OF RECORD

SINGLE PANE OF DATA SINGLE PANE OF UX



CRM 1





CUST SUCCESS

EXTERNAL DATA SOURCES



CRM 2...CRM N



EMAILS



CALENDAR



PHONE CALLS



SUPPORT TICKETS



MARKETING



Veb



Mobile



Voice



Metavers



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





"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!"

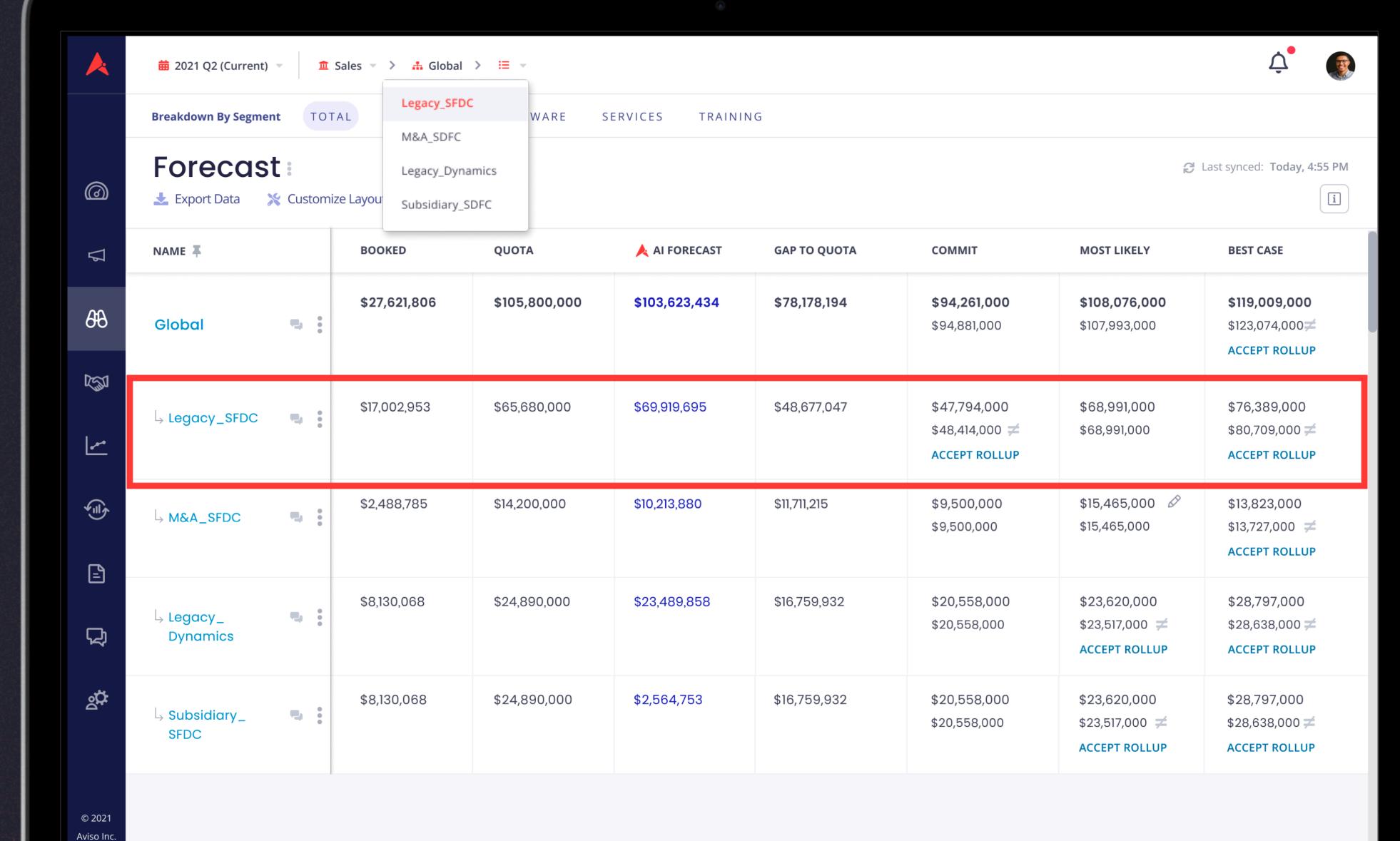
-Al Arun, Chief Customer Officer

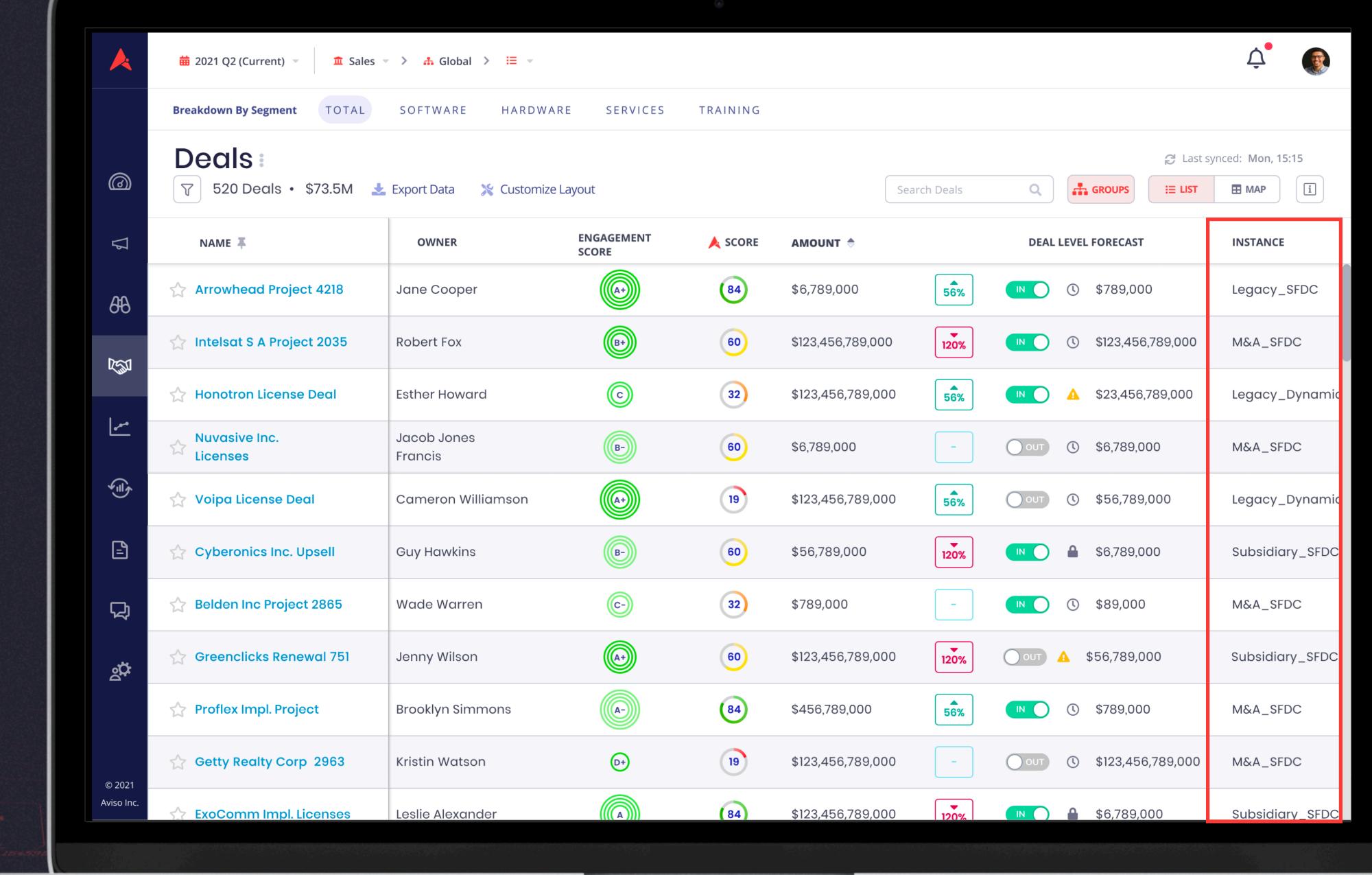
Aviso helped Ivanti at a crucial time of organic growth and Mergers & Acquisitions. Ivanti faced significant performance issues with incumbent provider (Clari), and replaced Clari to go with Aviso, also bringing Conversational Intelligence vs Gong

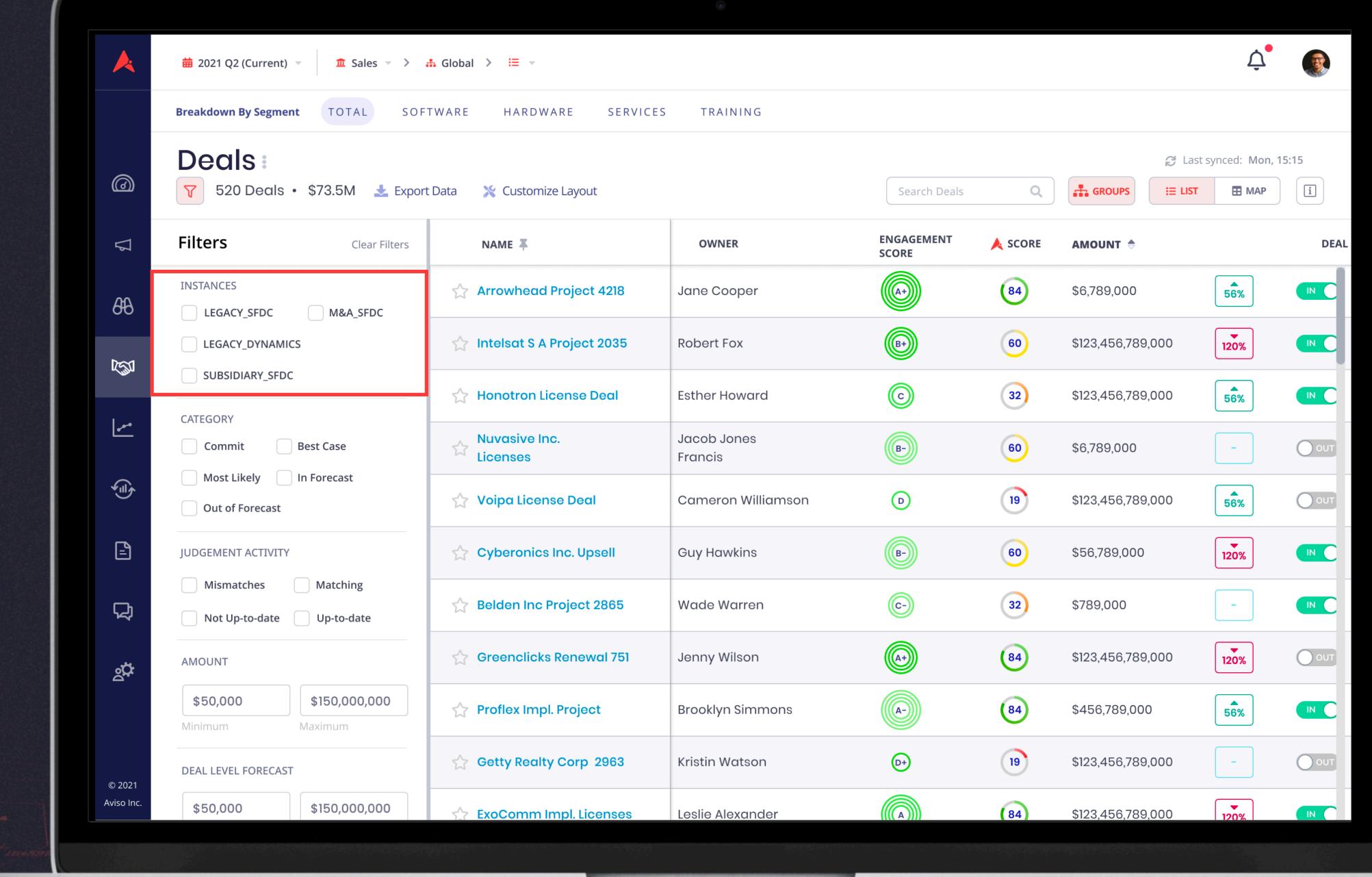
- 3 Disconnected instances of Salesforce CRM
- Manual forecast rollup with XLS and PPT. Data was stale, error prone and time consuming
- Sellers' tool fatigue SFDC, Clari, People.ai & Gong

- 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









SINGLE PANE OF GLASS FOR CRM & SYSTEMS OF RECORD