

Insight Engine™ Prescriptive Analytics

The SalesChoice Insight Engine is an add-on to our Predictive Analytics product. It contains all of the basic features in addition to the prescriptive features.

SalesChoice is a SaaS Predictive and Prescriptive Analytics solution using advanced methods to increase win-rates, reduce costs and work smarter.



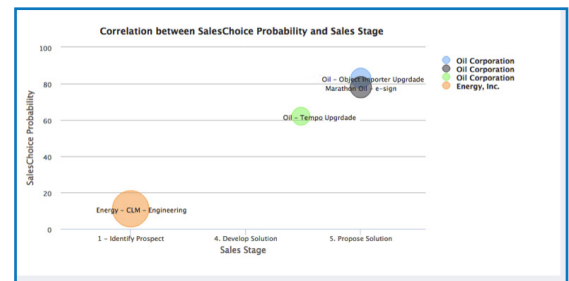
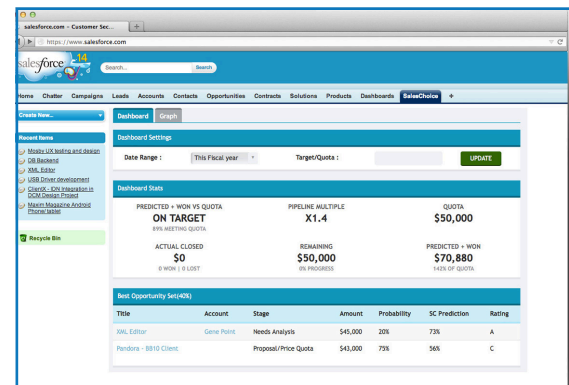
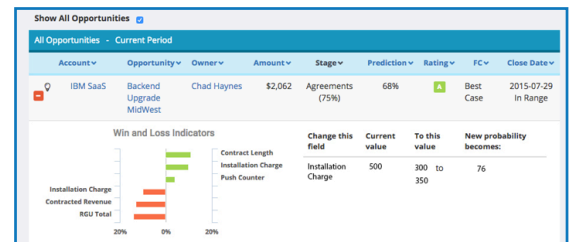
The Challenge

Predictive Analytics are very powerful for building accurate forecasts and giving Sales Reps the ability to prioritize opportunities and separate the high probability opportunities from the duds. But Predictive Analytics alone cannot tell you how to increase the likelihood of success for your opportunities.

Our Prescriptive Analytics feature goes beyond an analysis of your present probability of success and shows you the reasons for each opportunity's probability and most importantly: the specific ways that an they can be brought closer to success.

The Solution

- **Prescriptive Insights** See what changes you can make to an opportunity to increase your chances of success. See how to convert B™ opportunities to "A" opportunities!
- **Predictive Insights** See what opportunity fields are influencing your odds of success.
- **Opportunity Prioritization** SalesChoice predicts the outcomes of open opportunities with 85% accuracy or more and generates a list of the most.
- **Predictive Revenue** SalesChoice uses our Insight Engine™ to predict the deals that will close, providing you with highly accurate revenue numbers. Our solution will also flag opportunities that appear to be sandbagging.
- **Powerful Dashboards** Our powerful dashboards and visualizations provide advanced mathematical insights into your sales funnels.



SalesChoice: Secure and Smart



The Benefits

SalesChoice’s Predictions - Insight Engine™ brings and immediate ROI to our clients by:

- Increasing Revenue by 25% or more,
- Reducing New Sales Ramp Time by 50%,
- Reducing Field Selling Costs by 20% or more,
- Increasing Sales yield by 25% or more, and
- Improving Resource Utilization.



“SalesChoice’s Predictions Insight Engine™ has increased my sales profitability significantly by focusing my sales professionals on winning pathways.”

Dinesh Kandanchatha, Managing Director,
Macadamian Technologies



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PARTNER



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www.saleschoice.com/register