



SalesChoice
Making Sales A Science

Sales Predictions - Insight Engine™

A SaaS Predictive and Prescriptive Analytics solution using advanced methods to increase win-rates, reduce costs and work smarter!

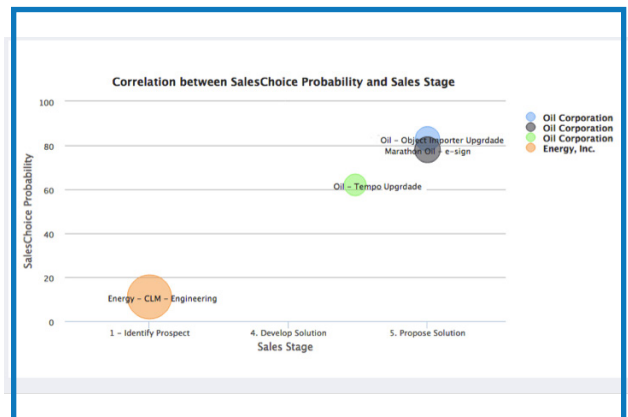
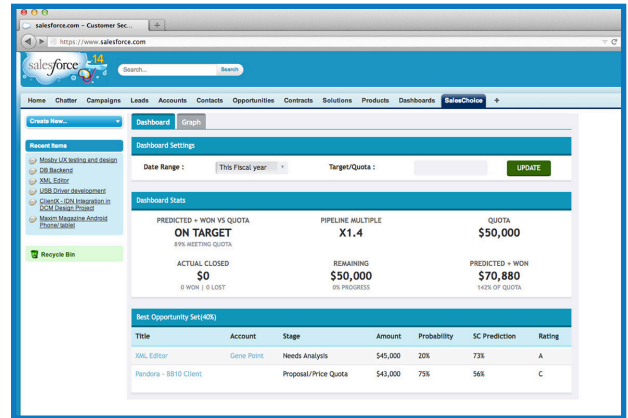


The Challenge

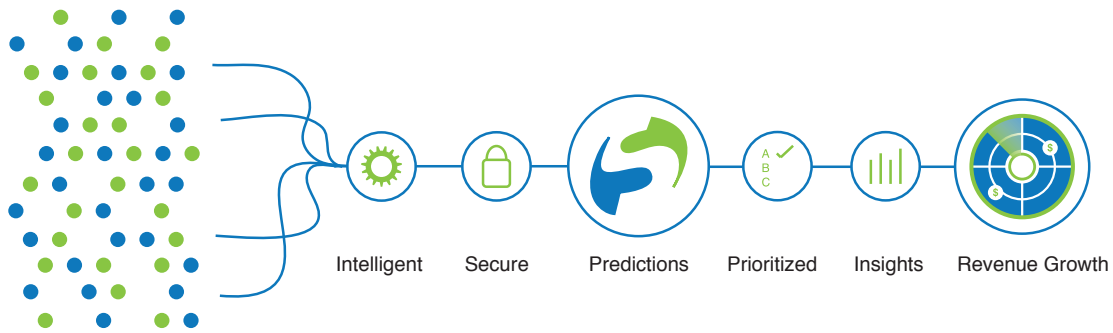
Sales leaders are under incredible pressure to increase top line revenue growth and improve yield efficiencies. This is a daunting challenge, as 50% of deals forecasted to close actually close (Research: Accenture Insights). In addition, sales reps, are consistently bad at prioritizing opportunities, focusing and predicting the outcomes of their sales efforts, resulting in 30-60% of companies sales reps not meeting their targets. SalesChoice reduces these challenges by over 25%.

The Solution

- Prioritize all your sales opportunities to identify the best win sets.
- Increase your visibility on the reasons of wins or losses before they occur.
- Align your resources on the most promising deals.
- Measure lead sources against outcomes for budget planning.
- Apply simulations to get best win pathways.
- Access to powerful dashboards to manage your business.
- Enable flexible ways of working on diverse portable devices, mobile friendly!
- Track prediction accuracy to determine ROI value.
- Deliver Customer Service you can Trust - **Always Friendly!**



SalesChoice: Secure and Smart



The Benefits

SalesChoice's Predictions - Insight Engine™ brings an 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



ISV
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SalesChoice
Making Sales A Science

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