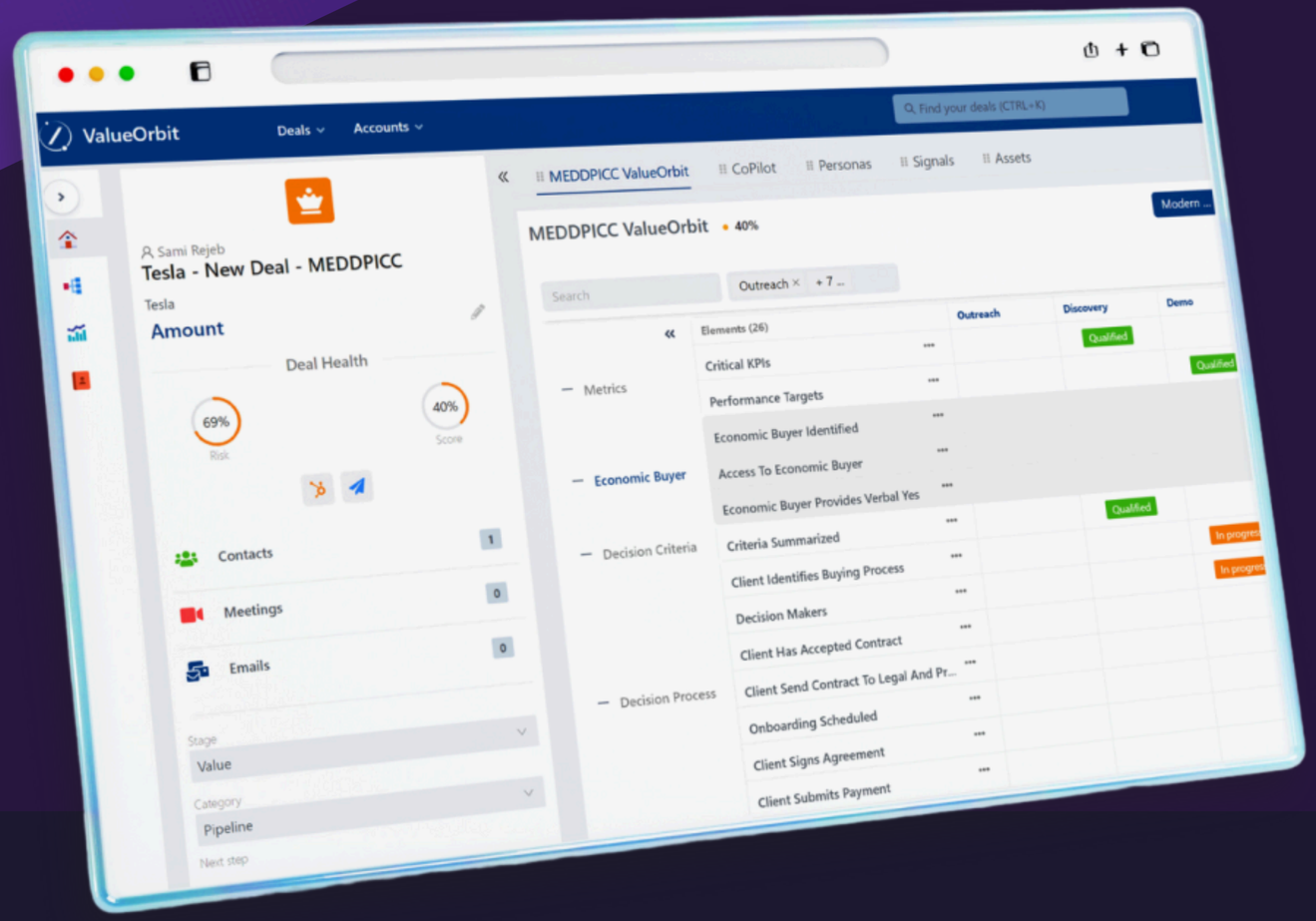
ValueOrbit

Sales success is all about execution



Right steps, right timing, right words to close more deals faster

HubSpot

salesforce

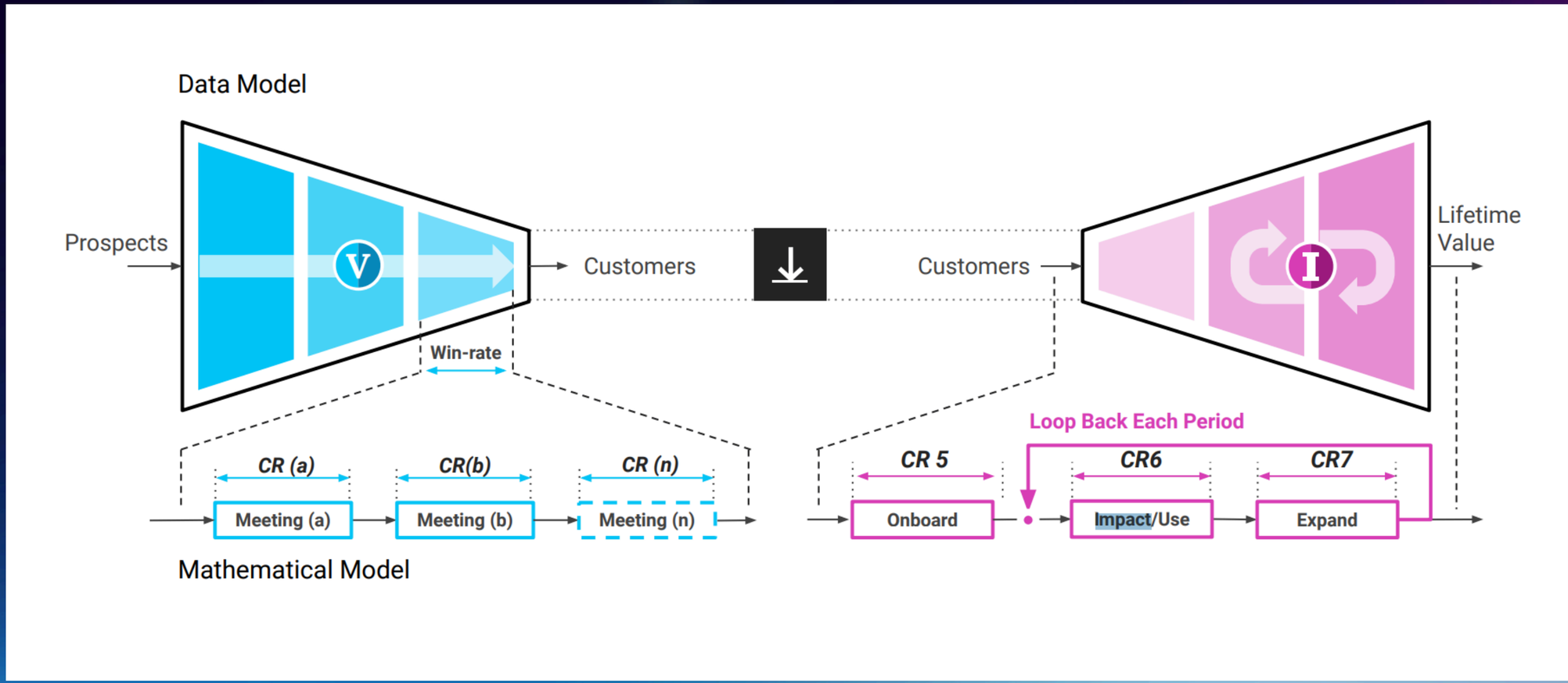
Microsoft ISV Partner

Growing and Scaling B2B Sales Require A Structure

What (Process)

Outreach **Discovery** **Proposal** **Contracts** **Closing**

How (Methodology)



Source: Winning by design

PROBLEM

As companies grow and compete, deals become longer, more complex and difficult to manage and predict outcome

54% of forecasted deals are lost

CSO Insights,

Only 18% of Sales Reps are hitting 70%+ of Quota

SaaStr Survey

Traditional CRMs Are Not Delivering Value

01 Sales reps are too busy to capture data

02 ISales process is very difficult to define and follow

03 Measuting internal activities and associated risks is hard

04 Forecasting is adhoc and manual

05 Onboarding is slow and time consuming for management

91% of data is incomplete or incorrect, Salesforce

...But When Methodology is Fully Utilized, Win Rates Increased by 311%

Pavillion - 2023 B2B Sales Benchmarks Report

How do you do master sales execution with AI?

Chaos

MEDDIC
SPIN
SPICED
Challenger
Sandler
Combination
Snap
Solution
Gap
Custom

ValueOrbit is an AI guided selling platform

that

empowers sales teams to master sales methodologies and automation and consistently reach or exceed their quotas

SYMPLIFYING SALES EXECUTION WITH AI

01 AUTOMATION AT SCALE

Analyze sales calls and emails and automates manual tasks, from CRM updates to deal qualification to preparing meeting, driving sales efficiency.

02 SMART PROCESS

Accelerate process with tailored methodologies and playbooks based on buyers behaviours and industry data

03 REAL TIME COACHING

Flags risks and suggests next steps and corrective actions throughout the deal lifecycle

04 PRESCREPTIVE FORECASTING

Delivers highly accurate sales forecasts by analyzing patterns and past performance, improving forecast reliability

AI-Sales Execution

Process, Methodology, Automation, Coaching & Forecasting

ValueOrbit

3-FORECAST

Automate Forecasting
Elevate Accuracy
Control Risk

Forecast Accuracy 90%+

2-COACH

Work On The Right Deals
Coach Methodology to the Win
Replicate A-Player

Win Rate Improvement: 5%-15%

Sales Rampup time: -45%

4-OPTIMIZE

Spot Pipeline Gaps
Uncover Win-Loss Patterns
Assess Sales Performance

Sales Cycle Length Reduction 10% - 30%

1-AUTOMATE

Turn conversations into insights
IAutomate engagements
Eliminate Manual Work

Reduce Admin Work: : -50%

Win Rate Improvement: 10%

Fun To Use But Enterprise Grade

ValueOrbit

Secure & Reliable Built With Microsoft Experts

Connectivity & Native Integrations

Microsoft Scale Partner
$250K Licenses Credit

Microsoft
Proud to partner with
Microsoft for Startups

Microsoft ISV Partner

Microsoft
ISV Partner

Hubspot Partner

HubSpot

Salesforce Integration

salesforce

ValueOrbit

We believe that every sales can be successful with AI