

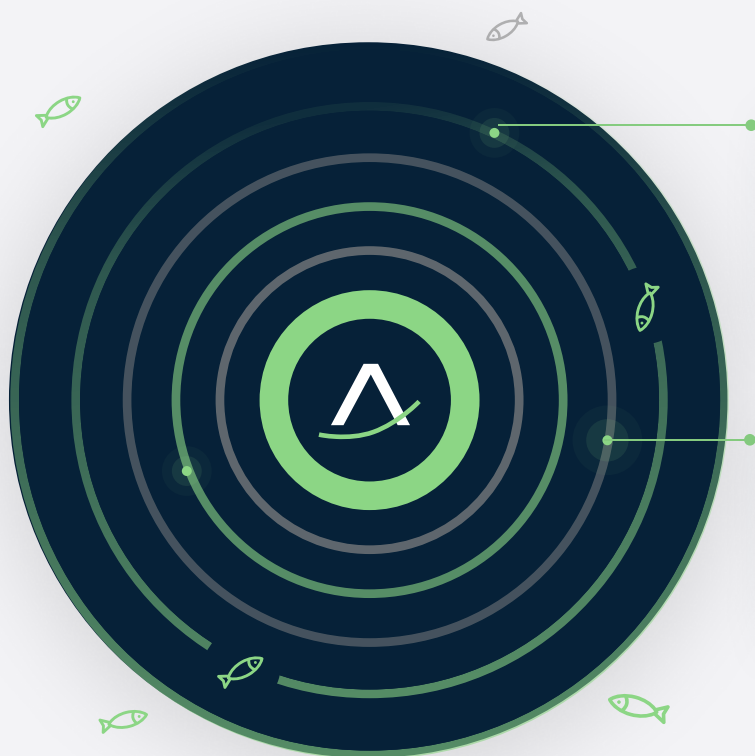


Real-time Opportunity Discovery for B2B Sales

Going after new growth markets is like fishing blind . . .

A Sales Radar

Detect Hidden Revenue Opportunities ahead of the competition in **New Strategic Growth Markets.**



Net New Client Acquisition

- International Expansion "Renewable Power Purchase".
- New lending to small to mid-size FinTech Startups.

Net New Offer Cross - Sell

- New Product Launch "Zero Carbon".
- Cross-sell "green bond" in existing client base.

Solution Architecture



No new AI/UI. Action Alerts Embedded in Dynamics 365 Sales.

Data stays in CRM. Aptivio Singals Boost Discovery.

15-min signup. Match to your Sales Playbook.

3-out-of-10 Adds of Sales Ready Opps to Pipeline.

83% Conversion of Sales Call-To-Action in CRM.

No user hassle. Intelligent automation of CRM workflow.

Auto-ML. Sales Best Practice Learning & Sharing on Auto-Pilot.

Make Salespeople Happy with Action Cards at Point of Impact



While I review my forecast...

While I prospect...



While I review my account...



While I meet my client...

Competitive Risk in Existing Opportunity NEW

- Client engaged with Competitors
- 5-Star buyers not engaged

[Address Risk](#) ...

Relevant Buyers Identified NEW

2 buyer signals detected

★★★★★

[Connect with Buyers](#) ...

New Opportunity Detected Not In CRM NEW

- Actively searching for AI Sales
- Engagement increased 43%

[Discover Opportunity](#) ...

Relevant Events & Warm Intros Found

- 2 relevant events found
- Relevant warm intro found

[Share Brief](#) ...



Machine Learning Feedback Loop

BUDGET

- ✓ +/- Sales Triggers
- ✓ Pipeline Health
- ✓ Competitor Risks
- ✓ Profitability Risks
- ✓ Sales Fit & Priority

TIMELINE

- ✓ Key Buying Signals
- ✓ Buyer Stage Timing
- ✓ Sales-Ready Prediction

AUTHORITY

- ✓ Mobilizer Index
- ✓ Buyer Role Mapping
- ✓ Buyer Persona
- ✓ Relationship Strength
- ✓ Demand Location
- ✓ Engagement Minutes

NEED

- ✓ Buying Topics
- ✓ Expertise Need
- ✓ Partner Detection
- ✓ Product Mapping

150 Proprietary Signals from Billions of External Data Points

Anonymized and Aggregated Data Privacy Filter

SALES NAVIGATOR

My Client Data & Premium Subscriptions

Internal Data Silos and Analytics KPIs

The Official Board

1 Million Businesses Monitored 24/7 Globally

opencorporates

LinkedIn

ad|changes

crunchbase

1 Billion Behavioral Data Points per Day

glassdoor

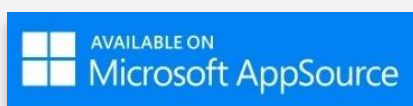
Google

Let Opportunity Find You.

Get started in 15min and try Aptiv for 30 days, free of charge.

signup.aptiv.io

OR



300 Park Avenue, 12th Floor
New York, NY 10022
+1 646.564.5641
aptiv.io

