Frequently Asked Questions

What is BoostUp.ai?

BoostUp.ai is a SaaS solution that generates highly accurate sales forecasts and improves pipeline inspection and deal execution using AI. The product is used by Sales executives, managers, and reps as well as by Sales Operations teams to automate forecasting processes, analyze sales data, and generate recommendations that lead to greater forecast accuracy, faster sales cycles, and higher win rates.

How does BoostUp.ai work?

BoostUp.ai interfaces directly with CRM, calendar, email, and video conferencing systems to capture activity data related to deals. Using AI, the system automatically matches individual activities to the correct accounts and opportunities. BoostUp.ai then analyzes the data to predict deal outcomes, deal-level risk, forecasts, and actions that will improve sales execution. This information is presented to end users via a stand-alone user interface or within the Salesforce.com user interface.
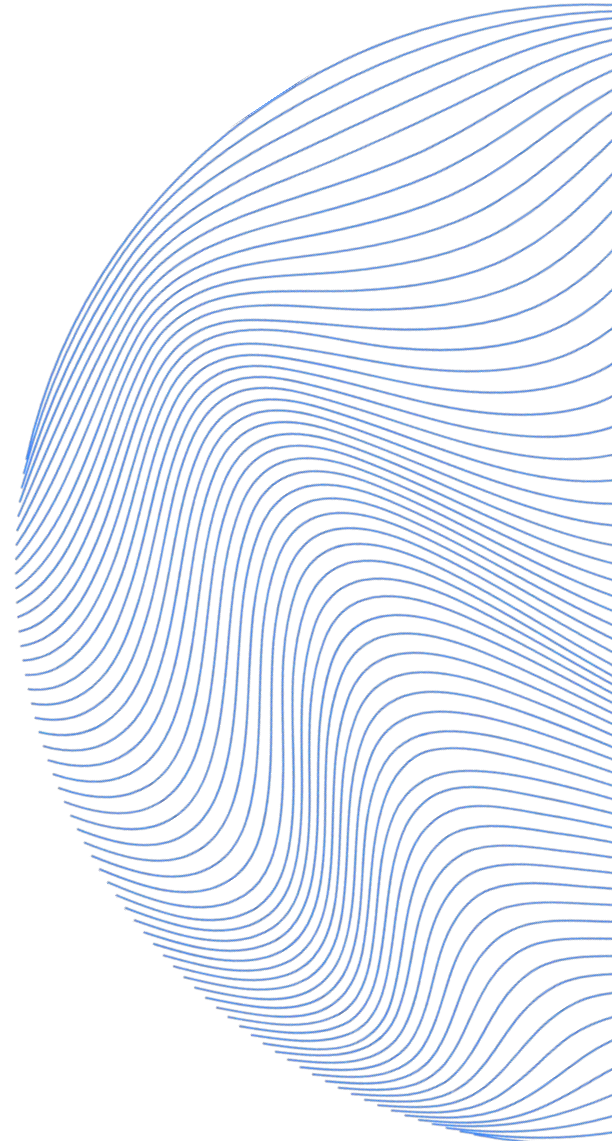
How does BoostUp.ai integrate with Salesforce.com?

Salesforce is the primary data source for BoostUp. Because information is automatically synchronized between BoostUP.ai and Salesforce, users can view and update information in either system. BoostUp.ai offers full support for custom objects and fields and will automatically adapt to any Salesforce configurations. Additionally, Boostup.ai can be embedded within Salesforce or function as a stand-alone application.

Connecting BoostUp.ai and Salesforce is simple. To do so, the customer creates a dedicated Salesforce integration user which is used for all read operations, and for ingesting data from Salesforce into BoostUp.ai. The customer can control which tables and fields in Salesforce are visible to this integration user via permission sets in Salesforce. This gives the customer full control over data and access to BoostUp.ai.

Is BoostUp.ai secure?

Yes. Boostup is GDPR compliant and has SOC II Type 2 attestation. All data is stored within AWS and customers can designate their preferred data center location (North America or EMEA). BoostUp.ai only collects data relevant to forecasting and deal inspection (e.g. opportunity, account, and activity data). Personal data is not synchronized and customers have fine-grain control over which data are integrated.

Can BoostUp.ai be adapted to my unique business processes and, if so, how long does it take to deploy?

BoostUp.ai is fully customizable. Thanks to intuitive self-serve tools, it can be maintained by a part-time resource and deployed in as little as three days. Heavy customization and complex use cases will likely increase resource requirements but multi-billion dollar companies are currently maintaining the solution with 1-2 headcount.

How much does BoostUp.ai cost?

During the Quick Strike phase of the engagement, clients can use BoostUp.ai free of charge. Subsequently, BoostUp.ai is licensed on a per-user basis. Discounts will be applied based on the volume of seats under contract as well as the contract duration.

Learn more about BoostUp

BoostUp's AI-powered Revenue Command Center equips sales organizations with the forecasting, sales coaching and deal inspection tools they need to deliver predictable and consistent growth. Companies such as MongoDB, Cloudflare, Teradata, and Udemy rely on BoostUp to increase sales productivity and accurately project revenue.

See how BoostUp supports any revenue model.