

Empower PreSales with **VIVUNONE**

A silhouette of a person with their arms raised in a gesture of triumph or celebration, set against a dark background with faint, glowing lines. The person's hair appears to be blowing in the wind.

vivun.

B2B buying is **different now**

Modern technology buyers demand access to technical experts who can make the connection between customer needs and product capabilities. It's no surprise then that PreSales is responsible for the largest part of the B2B sales cycle—as much as 60% of time working deals is spent securing the technical win, and PreSales is the group that most buyers want to speak to when evaluating new products and services.

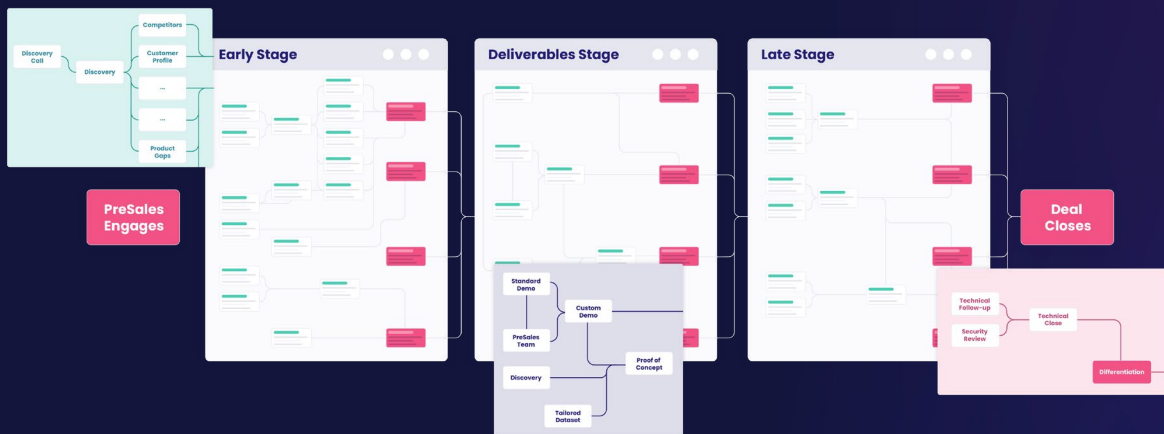
PreSales impact extends far beyond product demos at the start of a deal. The unique insights that PreSales brings inform capacity planning for more efficient growth, adjustments to sales processes to improve win rates, and shifts in product strategy that result in more revenue- and customer-centric roadmaps.

Companies ask PreSales to drive growth, delight customers, and uncover new insights—but then force them to run their workflows with a disparate array of tools that wasn't designed with PreSales in mind. PreSales team members end up juggling CRM, spreadsheets, note-taking apps, video recording software and more to get ready for even the simplest of selling activities.

Without a dedicated platform for PreSales, companies risk wasting their valuable time and technical selling resources on strategies that yield suboptimal results. PreSales needs the right technology to deliver transformative outcomes.

INTRODUCING VIVUNONE

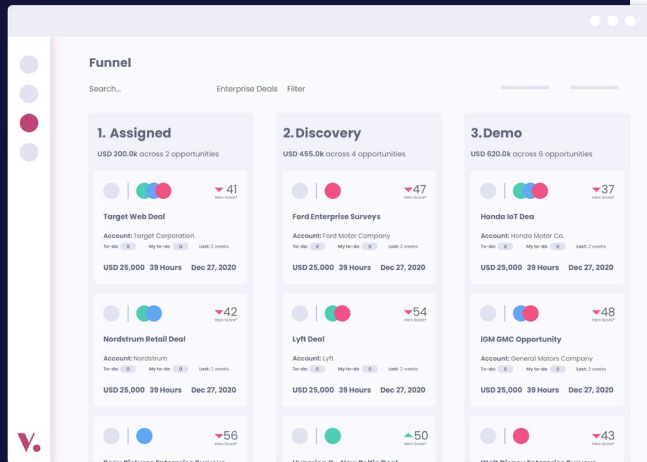
VivunOne is the industry's first AI-powered platform for PreSales, providing a complete set of solutions to help PreSales scale their efforts, de-risk the sales forecast, drive product alignment, and uncover new insights.



The Industry's First AI-Powered PreSales Platform

The VivunOne platform is further augmented by the Vivun Intelligence System, a proprietary domain model for the human expertise of PreSales teams in the world. It codifies decades of experience, industry best practices, data from millions of activities and hundreds of thousands of sales opportunities, and the ongoing counsel of the industry's leading PreSales teams.

By combining the Vivun Intelligence System with AI/ML methods, VivunOne offers precise, actionable recommendations and intelligent task automation, empowering PreSales teams to work more efficiently and make informed decisions with confidence.



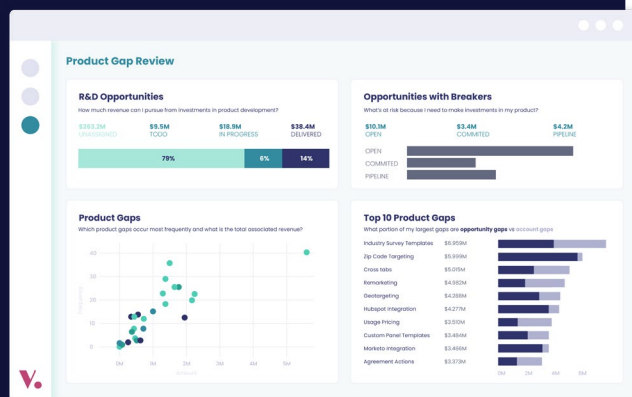
Scale PreSales

Optimize coverage ratios, protect your team's time, and drive more efficient revenue with the ability to execute, measure, and scale critical PreSales workflows.

Provide PreSales team members with a single, centralized workspace that has all the tools they need.

De-Risk the Forecast

Drive repeatable technical wins and proactively de-risk the sales forecast with real-time views into the technical health of every deal. Make every sales engineer your best sales engineer by providing in-depth deal summaries and actionable recommendations on how to address risks.

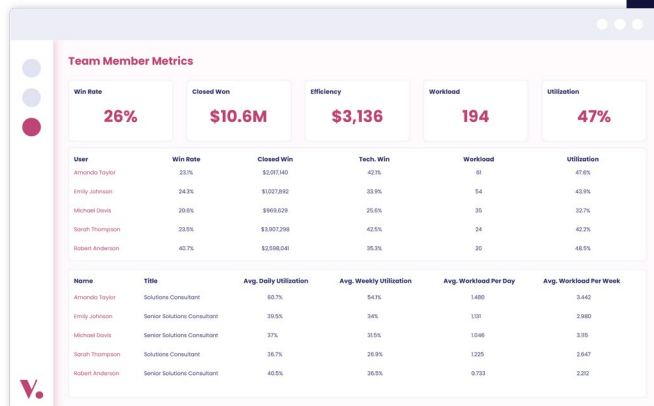
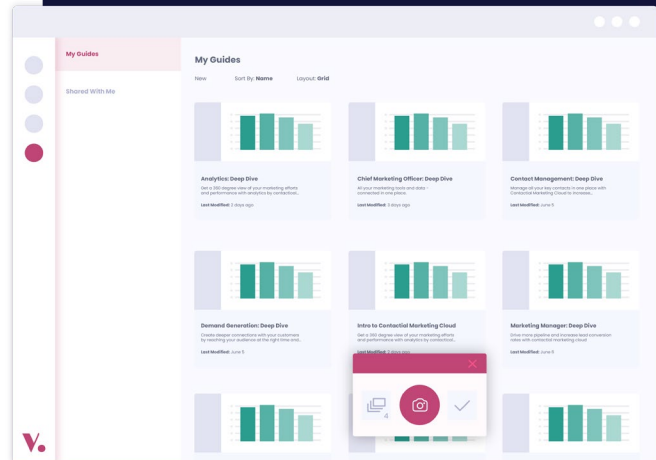


Align Product with the Field

Maximize the return on your company's R&D investments by confidently tying feature requests to revenue impact, inform roadmap changes, and revive revenue pursuits. Reopen previously lost opportunities by alerting the field when previously missing features have shipped.

Deliver More Demos

Increase PreSales capacity and win over key stakeholders with fully interactive demos that can be quickly tailored to prospects and delivered at scale. Make product stories more compelling by weaving screen capture, videos, and images into a single flow, and see how your buyers engage.



Demonstrate PreSales Impact

Uncover insights for efficient growth and clearly demonstrate PreSales impact by sharing a brand new set of go-to-market data with the rest of your organization.

Ensure Sales and Product are always aligned with PreSales via real-time integrations for Salesforce and PLM systems, as well as Accelerators to quickly visualize data in your company's BI tool of choice.

Why Customers Love Vivun

37%

INCREASE IN
TECHNICAL WIN
RATE

31%

REDUCTION IN
SALES CYCLE
TIME

\$3B

OF ARR IN REVENUE
OPPORTUNITY
IDENTIFIED



Vivun is the world's leading provider of PreSales software. Its AI-powered platform includes solutions for PreSales Operations, Demo Automation, and aligning Sales with Product teams. By utilizing Vivun, revenue leaders can drive growth efficiently by scaling their technical selling efforts, maximizing every R&D investment and de-risking their deals. Customers include:

