Armis Increases Agility And Performance Of It's Sales Team with Aviso's AI Forecasting and Deal Signals

Armis replaced Gong and Clari with Aviso for better accuracy with deal guidance and forecasting towards a unified revenue operations platform

> Trevor and the team are pioneering the vision of a true unified sales and revenue operations platform. Aviso AI is the only platform that can truly say they are an AI-based GTM compass.
>
> • **Jason Mead**
> **VP, Global Revenue Operations, Armis**



ARMIS®

Founded in 2015 and HQed in Palo Alto, CA, Armis helps businesses discover and secure managed, unmanaged, and IoT devices, including medical devices and industrial control systems (ICS)

Challenges Faced

- Inaccurate forecasting because of Clari system (by almost margin of 90% at times)
- Lack of forecasting guidance or historical time-series data to support insights
- Complex forecasting using spreadsheets
- Clari implemented system showed lagging indicators versus leading indicators

Key Users

- C-level Leadership
- Sales Managers
- Revenue Operations
- Field and Virtual Sales Reps

Solution Provided

- Aviso Insights with Deal rooms, configured Forecasting processes, and Custom Labels
- Predictive forecasting (with 95% accuracy) based on data science-driven predictive modeling
- Deal and Pipeline insights

Benefits For Armis

- "Single pane of glass" for real time insights across a hypergrowth startup business
- Agility in the go-to-market process with analysis of incoming signals
- Consolidated tools and forecasting process across teams, segments, and products
- Seamless bi-directional integration with Salesforce CRM
- Increased accuracy for predictions and financial planning

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