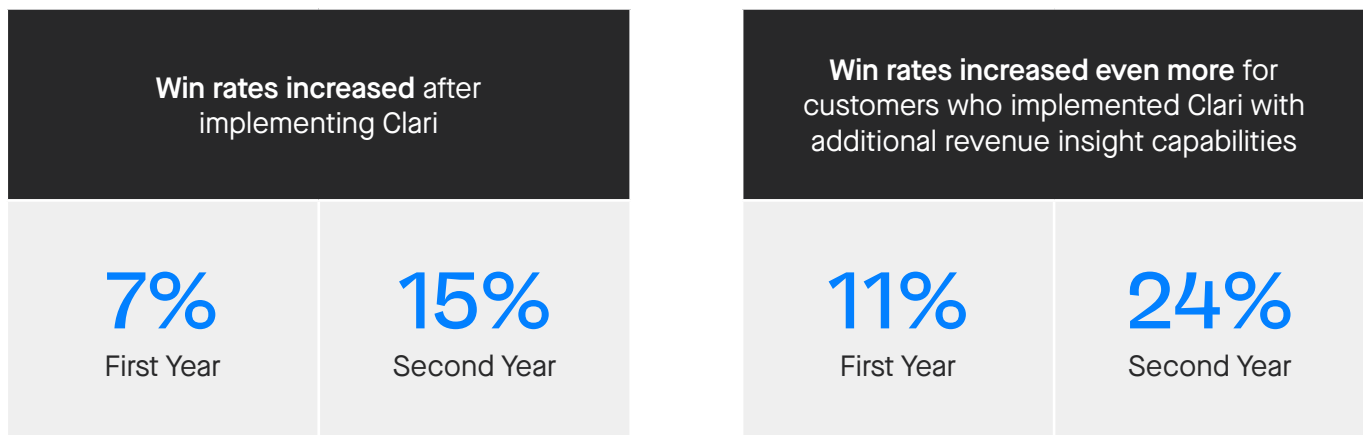


# Clari Revenue Operations Platform

## Drive Up to 24% Higher Win Rates for Sales Teams With Clari

Customers who implement Clari's revenue operations platform to collect, analyze, and act on sales and revenue data signals saw higher win rates after their first year.

Adding Clari revenue intelligence capabilities to help reps better understand customer engagement and relationships saw win rates climb even higher.



### Customers Gain Real Value From Clari

#### Motus adds 10% more selling time per week and has increased visibility into deals

—Clari gives us an aggregate view of our pipeline to assess if we're tracking to under- or over-deliver on our commit number. This allows us to pull in operating plans ahead of schedule, such as hiring and ramping headcount.



JD Miller  
CRO, Motus

#### Informatica moves swiftly on critical decisions with early indicators provided by Clari

—Clari empowers us with the trusted insights we need to understand if we're on pace to meet or exceed revenue goals.



Amit Walia  
CEO, Informatica

<sup>1</sup> Average across customers as compared to year prior to using Clari, respectively.

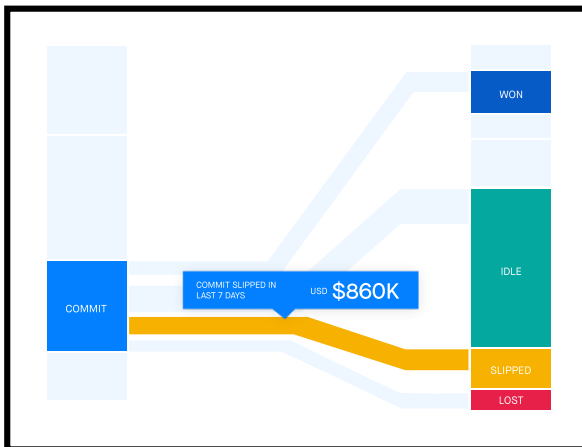
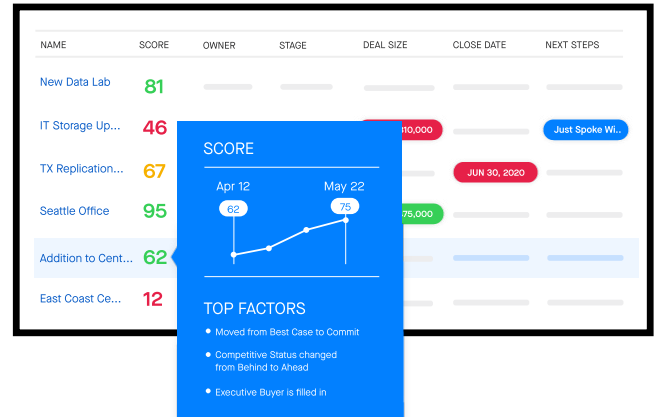
<sup>2</sup> Percentages are relative improvement to original rate, not addition to.

# Clari Delivers Increased Win Rates and More Revenue

Improve sales execution and make more informed business decisions with Clari's actionable analytics and predictive insights powered by real-time data.

## Opportunity Grid:

- Provide visibility to all opportunities
- Drill down to understand key and at-risk deals
- Automatically track all sales activities so you can coach your reps to close



## Flow:

- View current and future pipeline gaps in real time
- Identify and mitigate risk
- Understand where to deploy additional resources to ensure you meet and exceed your numbers

## Pulse:

- AI-based forecast projections show how your quarter is shaping up
- Drill into at-risk deals to identify obstacles
- Access data to assess strategies to boost win rates



Learn more about how [customers leverage Clari](#) across their revenue teams.