


TIME TO REVENUE.

How to win more deals and
protect your customer base



We're in a time of
radical uncertainty.



In uncertain times, most
companies only focus on
one thing: cutting costs.



But that's only half
a strategy.



A full strategy requires
managing **costs** AND **revenue**.



Actually, it's not simply
"managing revenue".



It's managing
Time to Revenue.



What is Time to Revenue?

It's the time it takes to set up your tech stack, harvest relevant signals, analyze, act, and drive revenue.

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Spreadsheets

Opportunity

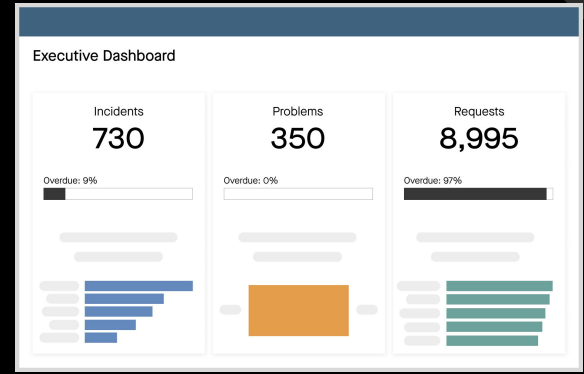
Account name Close Date Amount Opportunity Owner

✓

Details

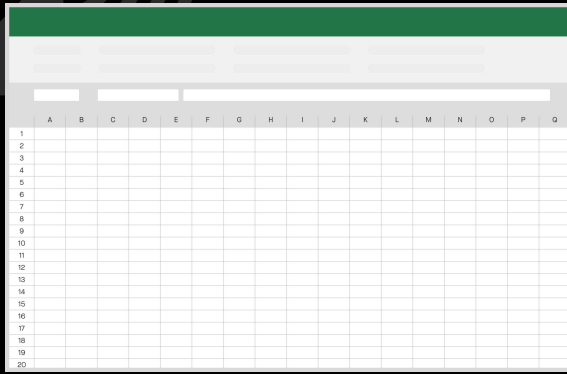
- Products
- Notes & Attachments
- Contact Roles
- Stage History

CRM

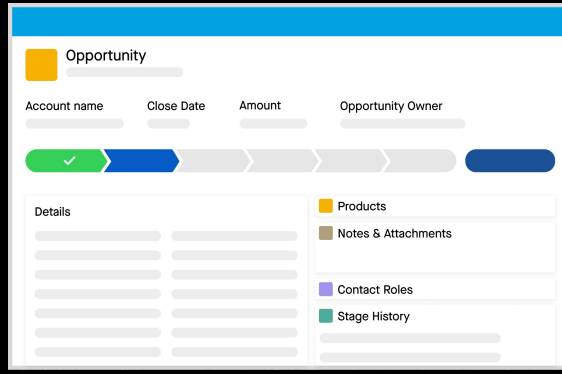


BI

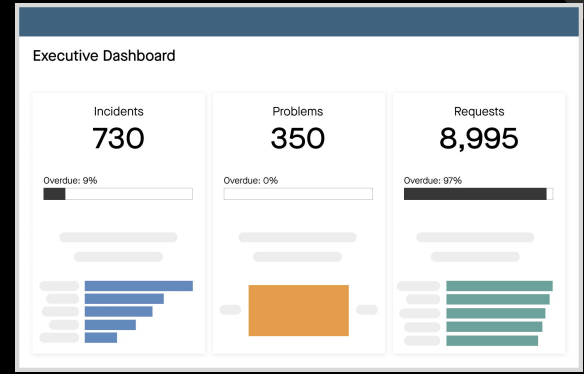
And legacy systems are not
purpose-built to optimize
Time to Revenue.



Spreadsheets




CRM



BI

They only slow you down.



You waste precious time
chasing down
revenue-critical signals
across disparate systems.



Your Time to Revenue
is too **high**.



You're paralyzed in
revenue-critical moments.



And **Revenue Leak** runs rampant.



The impact of Revenue Leak is profound

14.9%

Of a company's
revenue is lost to
revenue leak*

65%

Of sales leaders lack
confidence in their
forecast*

9%

Of annual time at work
is spent toggling
between apps**

* According to a Clari Labs survey in May of 2022 across 2,000+ companies in various industries

** According to a study conducted by Harvard Business Review

The good news?

You can master your Time to
Revenue.

And turn Revenue Leak into
Revenue Precision.

To achieve legendary results

15%

faster time to close*

67%

less time spent on
forecasting & related
activities for Reps

10%

more time selling
each week**

* According to a Clari Labs survey in May of 2022 across 2,000+ companies in various industries

** A commissioned study conducted by Forrester Consulting on behalf of Clari



All in one place.
With the Clari Revenue Platform.

The only single platform for all
revenue-critical signals.

NEW

Capture all your revenue-critical signals with the **Clari Integrations Hub**.

The screenshot displays the Clari Integrations Hub website. At the top, a navigation bar includes the Clari logo, links for 'Why Clari', 'Products', 'Solutions', 'Resources', 'Pricing', and 'Login', and a 'See Clari in action' button. The main header features the headline 'PARTNERS ARE THE CORE OF THE REVENUE ECOSYSTEM.' with a subtext 'Clari's strategic integrations help revenue teams become more connected and efficient.' and a 'Become a partner' button.

Below the header, the page is divided into two main sections: 'Featured' and 'All Partners'. The 'Featured' section displays three integration cards: 'Clari Wingman' (labeled 'Integrated solution'), 'Momentum', and 'Gainsight'. The 'All Partners' section shows a grid of 12 integration cards, including Salesforce, Salesloft, Outreach, Clearbit, Google Workspace, Microsoft Exchange, Amazon Aurora PostgreSQL, and Zoom for Wingman. Each card includes the partner's logo, name, and a brief description of the integration's benefits.

Navigation and Filtering:

- Search:** A search bar with a magnifying glass icon.
- Product:** A dropdown menu with options for 'Clari' and 'Wingman'.
- Category:** A dropdown menu with a list of categories including Conversation Intelligence, Customer Success, CRM, Database, Dialer, Ecosystem Intelligence, Email / Calendar, Enablement, Engagement, Enrichment, Incentive Management, Identity Management, Intent, Process Automation, Productivity, and Video Conferencing.
- Use Case:** A dropdown menu with options for 'Sales Productivity' and 'Net Dollar Retention'.

Featured Partners:


- Clari Wingman:** Conversational intelligence purpose-built to net revenue. Connect Wingman to Clari to leverage CI insights directly in your revenue workflows.
- Momentum:** Bring Clari insights into Slack via a flexible Momentum recipe.
- Gainsight:** Leverage customer success and account health data to run revenue with precision.

All Partners (1 - 44 of 44):

- Salesforce:** Achieve predictable revenue by powering Clari with your CRM data.
- Salesloft:** Leverage sales productivity and customer engagement data to run revenue with precision.
- Outreach:** Unlock your revenue potential with complete contact and company data.
- Clearbit:** Unlock your revenue potential with complete contact and company data.
- Google Workspace:** Automatically capture your email and calendar activity from Google Workspace in Clari.
- Microsoft Exchange:** Automatically capture your email and calendar activity from Outlook and Microsoft Exchange to build a repeatable revenue process.
- Amazon Aurora PostgreSQL:** Connect Clari to your postgres database to achieve a complete view of revenue.
- Zoom for Wingman:** Automatically record, transcribe and analyze your Zoom meetings with Wingman.

Bringing in data from industry
leading business apps





Plus, the best practices for
mastering Time to Revenue.
Also in one place.

NEW

RunRevenue.Pro

The destination for all Revenue Professionals

RUN REVENUE LIKE A PRO

Ideas, playbooks, and frameworks for ambitious revenue pros

Business Email*

Country*

Become a pro

TRENDING TOPICS

See what's making waves right now



NICK MEHTA

Gainsight



Head of Revenue Operations is the #1 Fastest Growing Job in America (CNBC)

EVERY DROP OF REVENUE MATTERS

Subscribe and every Friday you'll get one game-changing idea for growing your revenue.

Bonus: Immediately after signing up, you'll receive the *How to Close a Legendary Q4 During a Downturn* deck that'll equip your team to close every winnable deal in your pipeline.

No cold calls or pitches, ever.

Business Email*

Country*

Become A Pro



RACE TO REVENUE

GTM leaders reveal how they grow, protect, and expand their customer base

View All



KELLIE CAPOTE

Gainsight



DAN FITZ SIMONS

Pure Storage



PATRICK O'LEARY

Aleagus

How to Protect Your Customer Base in an Economic Downturn

Kellie Capote, COO At Gainsight, Shares Her Playbook For Preventing Churn And Spotting Opportunities For Expansion.

How to Align Enterprise Teams and Win Complex Deals

Dan FitzSimons, Chief Revenue Officer At Pure Storage, Reveals Ways To Improve Collaboration Between Revenue-Critical Employees In Enterprise Organizations.

Modernize Your Forecast and Call With Confidence

Patrick O'Leary, VP Of Growth Strategy And Operations At Aleagus, Breaks Down Strategies To Streamline Sales Processes And Tech.

RUN REVENUE PODCAST

Executive conversations that take you from revenue leak to revenue precision

View All



Here, it takes no time to
get up to speed.

No time to harvest, analyze, and
act on revenue-critical signals.

And no time to identify and stop revenue leak in its tracks.

Master Time to Revenue.
And find certainty. Now.