# Clari

# Clari for PreSales

## Drive predictable revenue execution by aligning your business and technical motions.

Commercial win rates suffer when business and technical sales processes are not in lockstep. Both sales cycles, while unique in their own ways, are highly dependent on one another to maximize value for the buyer and seller. Ensuring presales resources are efficiently and effectively leveraged in selling motions is critical to driving consistent, scalable revenue execution across any segment of your business.
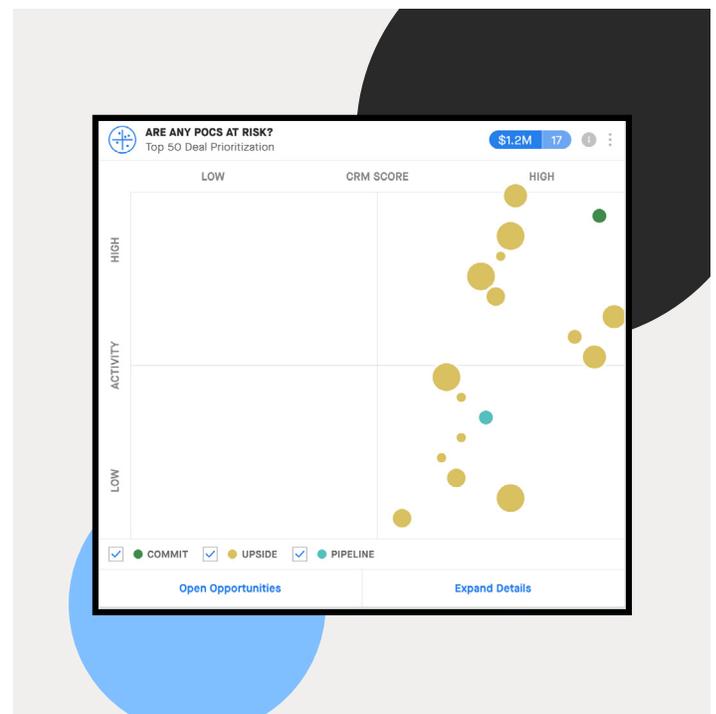
**Better align with Sales**
Run more data-driven and collaborative presales motions that impact revenue results.

**Focus on the right deals**
Prioritize the deals that need technical support and know where to apply more resources.

**Drive forecast accuracy**
Make forecast discussions actionable by providing the complete picture of the technical deal motion.



The world's best companies depend on Clari's Revenue Operations platform to deliver predictable results.

NUTANIX    zscaler    PROCORE    databricks    zendesk

# The Clari Advantage

PreSales teams use Clari to easily manage and update the opportunities they're working on, prioritize the right deals, and stay aligned with sales.



## Efficiency

Clari provides presales leadership the visibility they need for better resource allocations and planning. This allows you to align your capacity with revenue targets and ensure your team is spending their time on the right deals.

## Predictability

Clari allows presales and reps to align on deals status and drive better forecast accuracy.
With trial insights, POC, and security reviews, presales provides another lens into deal health that drives better inspection and more informed forecast calls.
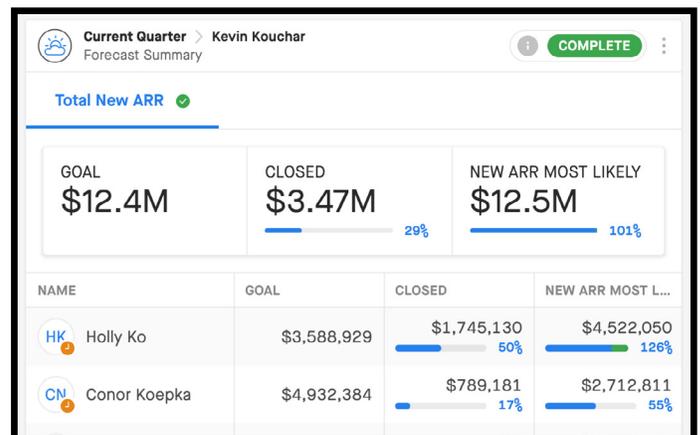




## Productivity

Clari enables presales to easily find and update their opportunities, and automatically track activity on deals. Using the Opportunities module, they are able to add insights to their deals and align with the sales team on strategy without wasting time clicking around in the CRM.

—With Clari, we run more data-driven and collaborative presales motions that impact revenue results.

Josh Aranoff
VP Solution Engineering @ Procore