



**The most advanced automated Network Sales Platform on the planet combined with Real Buyer Intent**



## What is Aptivio?

Aptivio is a Revenue AI engine that discovers hidden revenue opportunities by detecting in-market accounts, interested buyers, warm intros, and competitive risk. Over 1 billion data points and 150+ signals (website visits, google searches, competitor website visits, ad clicks, LinkedIn connections, etc.) are consumed each day to find revenue opportunities you're currently missing out on.

## How does it work?

Aptivio customizes the engine specifically for you and your GTM strategy (buyers, competitors, partners, target market, etc.) with a 30-minute onboarding wizard. Each of our customers has their own configuration and the 30-minute wizard is the only item we need from you to get started. Once the configuration is completed, you can begin requesting warm intros in your network, running engagement campaigns to interested buyers, and filling your pipeline with sales ready opportunities.

## Key Differentiators?

- All-in-one Revenue AI engine (identify in-market accounts, interested buyers, competitive/stakeholder risk, and warm intros)
- Tracks intent at the person level, not just the account level (making it actionable to sales)
- 30-minute onboarding and 30-day risk-free trial personalized to your GTM (this process usually takes 5 months)
- No issues with change management or user adoption & embedded in your existing workflows (email, CRM, and LinkedIn)
- World-class contact resolution (5 data sources to get to the best contact resolution every time)
- Ability to prove ROI (see which opportunities were discovered by Aptivio, which campaign produced clicks, etc.)

## → The challenges Aptivio solves:

- Find revenue opportunities you're currently missing out on
- Eliminate spray-and pray method of outreach and send a one-size fits all message
- Remove the burden of manual prospecting
- Higher-quality targeted audiences for your marketing campaigns

## → How it solves these challenges?

- Aptivio shows you an increase of new SQLs (24%) in the first 30 days that you're currently missing out on
- Send relevant and personalized messages based on specific signals (i.e. web visit, ad click) with our automated engagement campaigns (personalization at scale)
- Know which account is in-market for your product/services and engage with prospects at the right time instead of blindly reaching out to anyone who fits your ICP.
- Run marketing campaigns to audiences showing high intent to ensure you see an ROI. Gone are the days of wasting tons of money on campaigns with no leads to show for it.