

Pipeline Intelligence and Forecasting



The Problem

Sales leaders and managers overseeing dozens of deals need clear, real-time insights into pipeline health. Current reliance on gut feel, oversimplified CRM stages, or outdated heuristics leads to limited visibility, inaccurate forecasts, and missed revenue targets.

What's at Stake?

- Missed Targets & Inaccurate Forecasts
- Wasted Time on Low-Value Deals
- Lost Pipeline Visibility

Problems Faced by Sales Leaders Before Pepsales AI

- "Sales cycles dragged due to poor lead scoring and pipeline visibility... onboarding sales hires took too long."
— Chief Revenue Officer
- "Lacked clear visibility on deal blockers and pipeline risks, making coaching hard."
— Sales Director
- "Without HubSpot integration, updating CRM from call data was painful. Forecasts were unreliable."
— Co-Founder

How Pepsales AI Solves It

Pipeline Intelligence

- 35% of deals slip due to lack of real-time pipeline visibility.
We **flag risks** early so you don't get blindsided.
- Up to 30% faster cycles when you reduce slippage and stalls.
Know which **deals** are stuck and fix them.
- Forecast accuracy improves by 20-40%.
Predict revenue with confidence, not gut feel.

Deal Scoring & Forecasting Engine

- MEDDPIC + BANT scoring = 2.7x more revenue opportunities
We show you which **deals** are actually winnable.
- Accurate to the dollar:
Forecast = % Win Probability × CRM Deal Value (ARR)
- Cuts 50% of manual CRM admin
Instant sync. No rep time wasted on updates.

Coaching & Prioritization That Moves the Needle

- 25-30% win rate improvement from targeted coaching
Focus your **feedback** on the deals that need it most.
- Instant alerts on deal blockers, low forecasts, and missing champions
Your playbook, triggered at the **right time.**
- Leaderboard insights from deal behavior
See which reps qualify well, **follow-up** fast, or need support.

Impact of Pepsales AI on Your Sales Process

Value Driver	Pepsales AI Impact
Faster Sales Cycles	75% faster sales cycle
Accurate Forecasting	2.2 x -2.7x improvement
Resource Efficiency	85-88% less wasted effort
Sales Productivity	50% less admin time
Focused Coaching	+35% win rates
Deal Risk Mitigation	35% fewer lost deals
Pipeline Growth	2.7x more forecastable deals
Expansion Revenue	2x upsell revenue

Why Pepsales AI Stands Out

2.7x	More Accurate Forecasts
75%	Faster Sales Cycles
\$600k+	Revenue Uplift



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