OPERATIONS MOVE AT AI SPEED. GOVERNANCE MOVES WITH IT.

Revenue doesn't leak inside your tools. It leaks between them.

Founded 2009 · 130+ clients · 250k+ users · 40+ countries · 15 years of BPA heritage

Governed AI orchestration for the full revenue lifecycle.

One lifecycle. Fragmented data. Blind execution.

Qualification on gut feel. Hours of CRM updates and internal chasing instead of selling. Exceptions approved in a chat thread nobody can defend later. Signed deals Customer Success discovers at the kickoff. Revenue leaks in the handoffs, and the forecast is the last to know.

CRO	Carries the revenue target. Deals that slip between teams, margin given away, expansion nobody picks up.
COO	Owns an execution split across teams and systems. Promises made upstream, delivery pays for downstream.
CFO	Translates sales activity into financial reality. Contract signed, cash not in, and an exception nobody can trace.
RevOps	Spends the week chasing teams, hoping the process in place is actually followed.

It's not a revenue problem. It's an execution problem.

26%

of revenue evaporates due to systemic breakdowns in the revenue process

REVOPS LEADERS, CLARI 2024

61%

of companies missed their revenue targets, with revenue leak as the primary cause.

CLARI 2024

Qualification-to-forecast

Reps guided, the right deals prioritized, the wrong ones dropped early.

Sales cycle
cut by 10 to 20%

Quote-to-cash

Scoping, Deal Desk, Legal and Finance orchestrated: from quote to cash collected.

+1 to 5%
of annual revenue

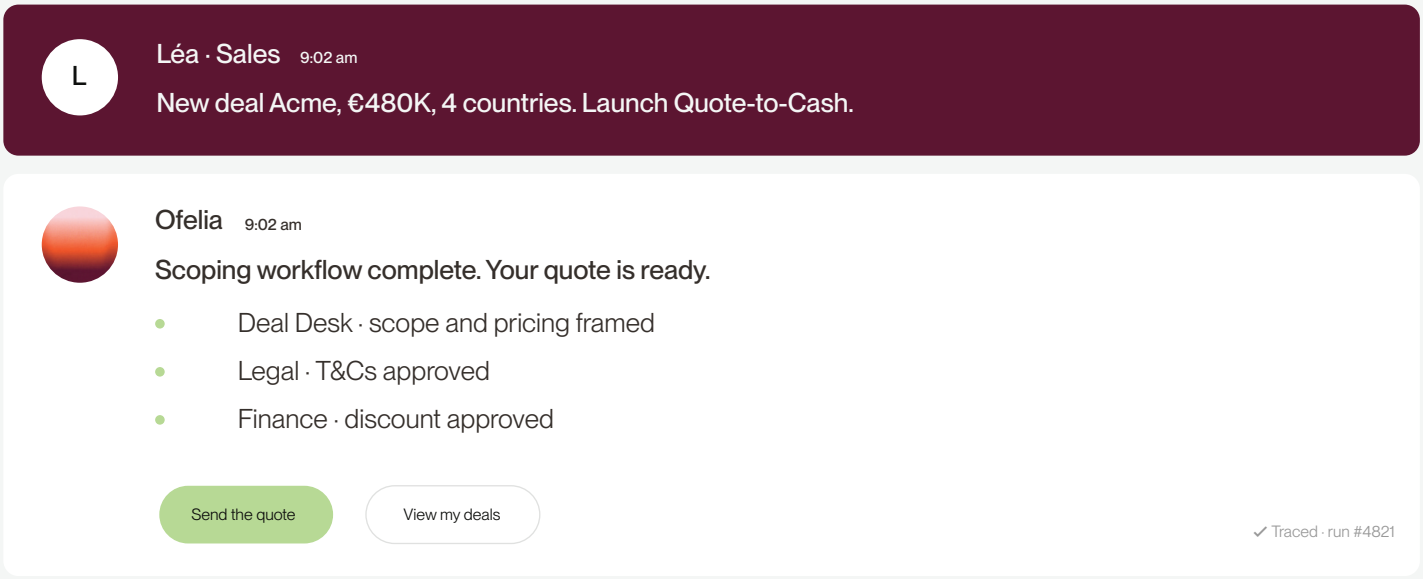
Client Lifecycle

Onboarding, escalations and renewal in sync: the deal grows.

Time-to-value
cut by 40 to 50%

One conductor. Every team, every system, the whole cycle.

Ofelia orchestrates your revenue lifecycle. Your teams close more.



Every team, system, agent, orchestrated from one message in Slack. Revenue grows. A forecast you can defend.

01 BEYOND THE CRM

Your CRM tracks the deal. Legal tracks the redlines by email. Finance tracks the invoice in the ERP. Ofelia orchestrates what happens between the three.

02 EXECUTION, NOT ASSISTANCE

Not one more copilot. Ofelia doesn't just answer. It moves the deal forward across teams, tools and agents, from lead to renewal, every step tracked, every approval triggered.

03 GOVERNED AI

Every discount, exception, payment term: proposed by Ofelia, approved by a person. Nothing goes out without approval, nothing escapes the audit trail.

Live in weeks, not months.

1 **Connect**

Bring in your knowledge, policies and systems. No migration needed.

2 **Configure**

Turn your Quote-to-Cash process into a governed workflow, run by Ofelia end to end. No developer, no IT ticket.

3 **Govern and scale**

Every step traced. The same workflow scales with your teams and pipeline, no new project needed.

Worth a conversation?

See how Ofelia orchestrates your revenue lifecycle.

Ofelia.com

See Ofelia in action

Book a demo →

contact@ofelia.com