

Pipeline Expansion

Vitelis added \$225M in new pipeline for a Fortune Global 500 telecom enterprise for 12 key accounts

Challenge Monetize a rapidly expanding product portfolio across complex enterprise accounts. Sellers struggled to identify where products matched emerging customer pain points across business units, legal entities, and buying centers.

Empowered sales with \$225M in pipeline and playbooks to win

Vitelis was engaged to deliver meaningful opportunities in 12 key accounts. Vitelis identified 755 opportunities within these accounts mapped to the company's complex product portfolio, including:

- Sales playbooks with messaging, “how to win”, and competitive positioning
- Key stakeholders and specifics about urgency
- Mapped to products that address key account pain points
- All data mapped to their sales methodology
- All insights are auditable and linked to original sources



Conclusion Vitelis quickly was able to uncover and help the telecom company operationalize more than \$225M in qualified pipeline across a highly complex product portfolio.

* Figures are based on Vitelis analysis and confirmed by the client's sales team.

Vitelis Proprietary AI Business World Model: the engine of our platform



Vitelis Value Intelligence Platform

See what others can't

Uncovers and prioritizes hidden value opportunities.

Identifies root causes, quantifies competitive gaps, and provides executable solutions.

Drives priority outcomes

Aligns value intelligence directly to growth, efficiency, customer impact, and execution speed.

Provide clear paths to action

Delivers execution playbooks, alerts, and reports to support direct action.

Highly accurate, external-first data

Processes vast amounts of unstructured external data and distills it into structured, decision-ready intelligence. Data is verified for accuracy and auditable.

20X+ ROI and fast time to value

Zero upfront investment. No data lift, no integration required.

Generates immediate value with 15 pre-built analytic frameworks (eg. CX, Digital Maturity).

Flexible

Configurable for internal data and frameworks. Outputs are fully customizable.

Take the guesswork out of improving performance



Identify new growth opportunities, lost revenue and competitive gaps.

