



Case Study

Elastic Drives Forecast Accuracy And Accelerates Sales Growth With Aviso AI

Aviso AI has been Elastic's preferred partner for revenue operations and management since 2018.



The Summary

Elastic was facing the limitations of SFDC collaborative forecasting and needed a scalable forecasting process. Aviso offered Elastic a flexible system where they could see different forecast categories. Aviso enabled them to get a bird's eye view of their forecasting, pipeline, and deal metrics. With Aviso, they can view their quarter, week, or a day at a glance, view their forecast roll up at any level of the hierarchy, see how close they are to achieving the quota, and prioritize their time to focus on what they need to fulfill the targets.



Challenges Faced

- 01 Tied to Salesforce out-of-the-box forecast categories
- 02 No visibility into historical data beyond 12 months
- 03 Inability to view reps' judgement on deals
- 04 No insight into pipeline and revenue movement



elastic

Founded in 2012, Elastic offers solutions that make structured and unstructured data usable in real time for search, logging, security, and analytics use cases



Solutions Provided

- 01** Predictive forecasting (with 95% accuracy) based on AI-driven predictive modeling and dashboards
- 02** Deals and pipeline insights with 360 degree pipeline and revenue dashboard
- 03** Ability to forecast cloud, bookings, renewals, and product in one Aviso instance



Benefits For Elastic

- ✓ Highly accurate forecasting with the ability to go further back than 12 months of historical data and beyond into the future quarters
- ✓ Better pipeline management with the pipeline visibility from previous year compared to current year
- ✓ Full visibility into reps' deal judgement and overall team performance
- ✓ Accurate performance measurement via Aviso's versioned hierarchy



Key Users

- C-Level Leadership
- Sales Managers
- Customer Success Managers
- Field and Virtual Sales Reps



Aviso does what CRM always promised, but never delivered. Predictive intelligence and insights, full visibility to deal movement, and AI that matters. An impressive product



Kate FitzGerald
VP Americas, Elastic



About Aviso

Aviso's AI has generated over 350 billion insights, analyzed \$400B in the pipeline, and helped customers win \$164B in deals across customers. By using Aviso, sales teams close 20% more deals with 98%+ accuracy and can reduce CRM cost burden by up to 30%. Aviso is backed by Storm Ventures, Scale Venture Partners, Shasta Ventures, and leading Silicon Valley and global technology investors.



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