



# New Relic Optimizes Consumption-Based Business Model With Aviso's Highly Accurate Consumption Forecasting

Aviso AI has been New Relic's preferred revenue operations and intelligence partner since 2022.



## The Summary

With New Relic's nature of business purely driven by consumption, it was difficult to predict the revenue due to unstructured, siloed data and several external factors impacting the usage. This resulted in a lack of focused efforts and resources to scale up the business and drive adoption.

New Relic chose Aviso for its AI-powered revenue and consumption forecasting capabilities to strengthen their usage-based business model with accurate forecasting.



## Challenges Faced

- 01 Lack of visibility into consumption to predict revenue and identify deal risks and opportunities
- 02 Struggle to integrate the previous solution with non-CRM data sources for accurate forecasting

**new relic**

Founded in 2008, New Relic is a technology company that develops cloud-based software to help website and application owners track the performance of their services.



## Solutions Provided

01

Consumption forecasting at account level for revenue, prices, and quantities considering external macro and internal factors

02

Consumption forecasting integrated with traditional revenue forecasting using data from all sources including non-CRM such as Snowflake

03

Buyer intent insights by integrating email, calendar and meeting platforms data



## Benefits For New Relic



92+% accuracy in forecasting consumption for last quarter leading to revenue realization for their usage-based business model



Insights into renewals, event data and churn rate through buyer intent analysis



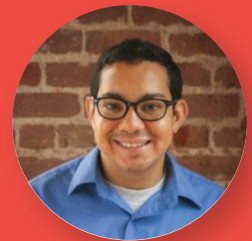
## Key Users

- C-Level Leadership
- Sales Managers
- RevOps Leaders
- Field and Virtual Sales Reps



I appreciate the partnership with Aviso. I think it's very exciting that we are building new things together. It's not a one and done vendor relationship like with our previous revenue platform vendor.

**Jonathan Michael**  
Revenue Operations  
Manager, New Relic



## 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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