QYMATIX

A New Generation Of Sales Analytics

Milestones, Partners & Pilots

QYMATIX

bis 2016 | 2017

bitkom

OFFICIAL ALPHA STARTUP WEB SUMMIT

CyberForum

SCALE 11 | CeBIT

Springer Professional

„Vertriebsleiter werden durch Analytics viele Konflikte vermeiden können"

Sales Management Review

welotec

vision meets solution

bataver

NewLeaf PARTNERS

OrbusNeich

PHAROS solutions

V 1.0

AET Entwässerungstechnik GmbH

HDI 2015

software AG

TECHTAG

BUSINESS

Predictive Analytics im B2B-Vertrieb: Umsatz von Morgen

deutsche startups

#STARTUPTICKER | STARTUPS | PEOPLE | DEALS

Künstliche Intelligenz – die deutsche S

Die deutsche Szene rund um das Trendthema Künstliche Intelligenz wächst junge und ältere Start-ups aus dem deutschsprachigen Raum, die jeder k Artificial Intelligence interessiert.

Forbes

Editors' Picks

New Post 20 hours ago

The Next Frontier Of B2B Sales Is Predictive Analytics

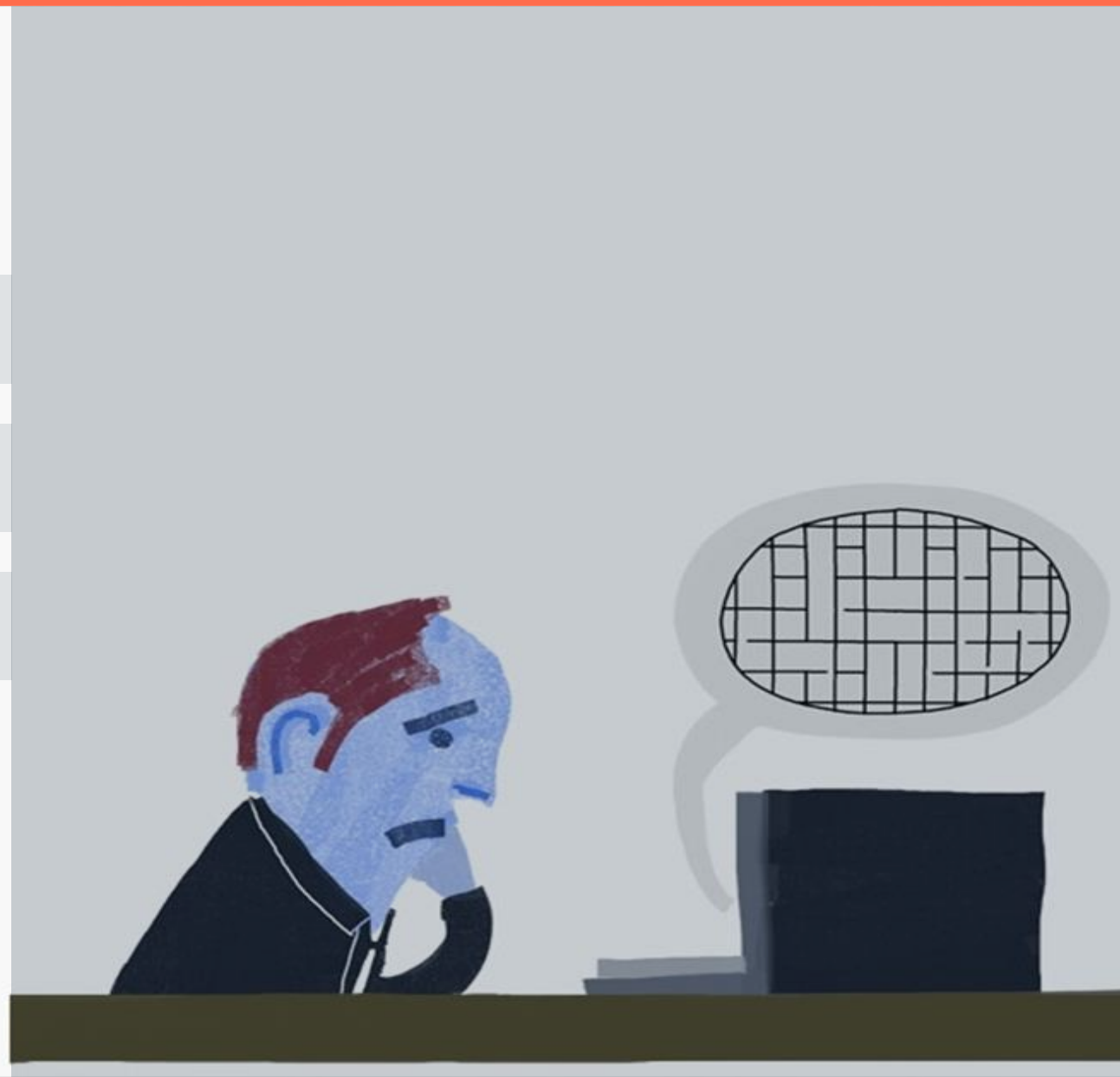
Larry Myler, Contributor

If only we could predict what predictive analytics has in store for us. It's clear that the technology will continue to drive significant change in the workplace for many years to come. How will you use it to transform your business for the better?

Pricing Analytics

Churn Risk

Cross- & Up-Selling

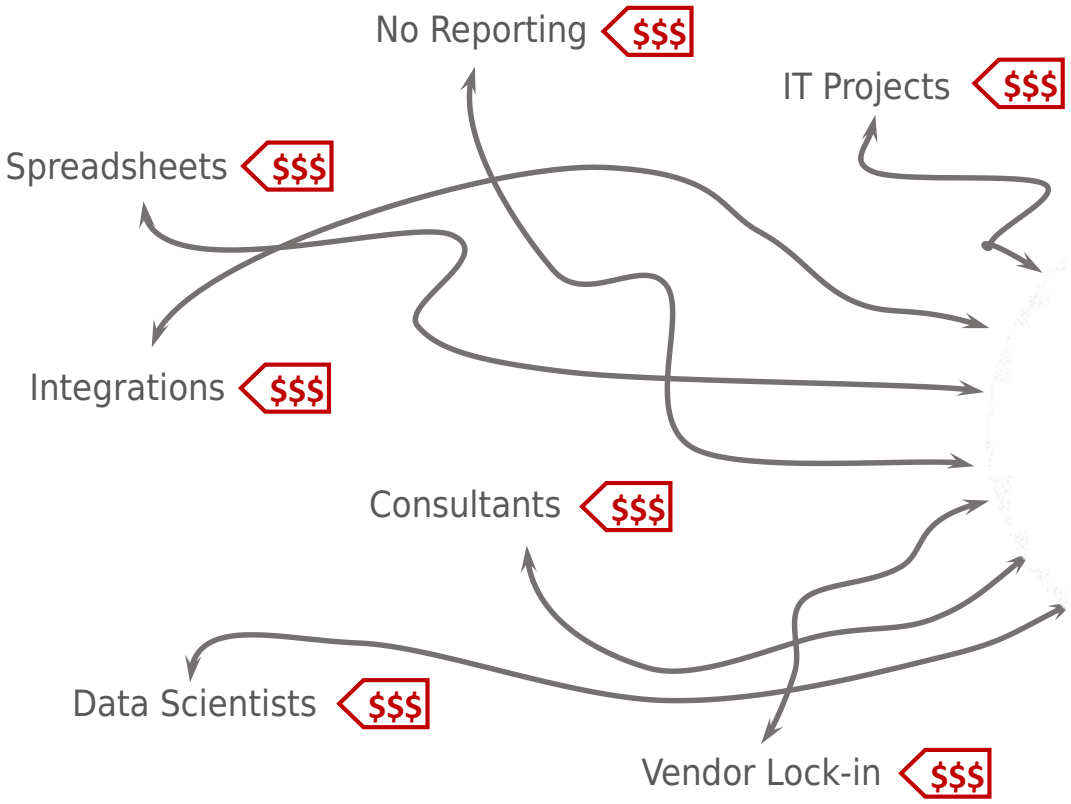


The Old Way

vs

The New Way

QYMATIX



QYMATIX
Demo User
Qymatix
Insights
Performance
Regions
Plans
Clipped
Accounts
Data
User
Help
Insights
Total Sales
Sales
623.279,66 €
Margin
Margin
418.290,19 €
Potential
70%
Retention Risk
Retention Risk
1/14
Pricing Opportunities
Pricing Opportunities
2/14
Plans
4

QYMATIX

Max Mustermann
Qymatix Solutions GmbH

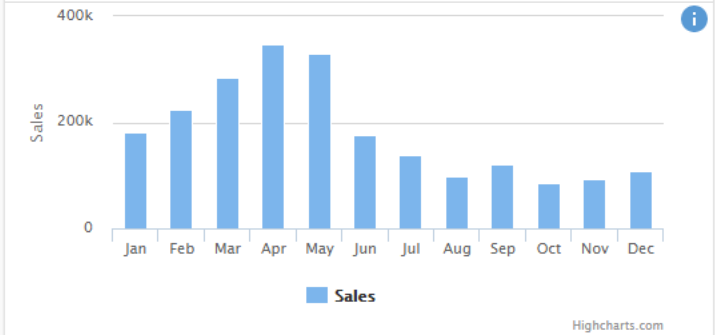
- Insights
- Insights
- Performance
- Products
- Clipped
- CRM
- Settings

Create New

Help

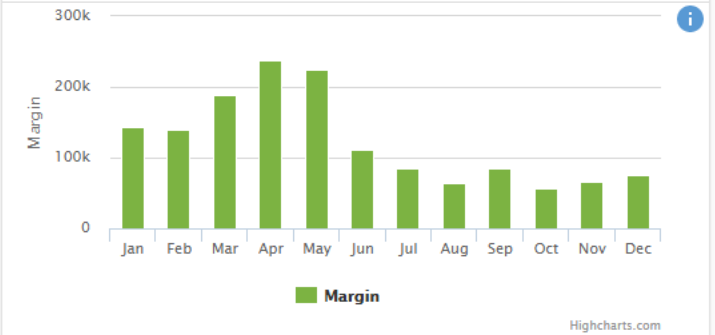
Insights

Total Sales



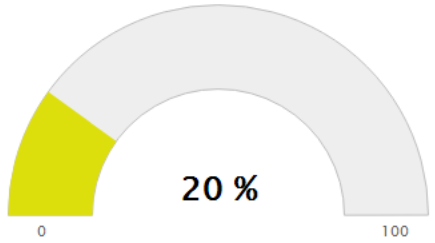
2 189 029.14 €

Margin



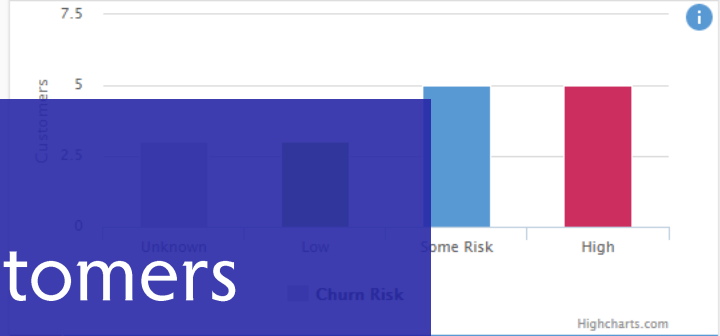
1 477 619.11 €

Fulfilled Potential



20 %

Churn Risk



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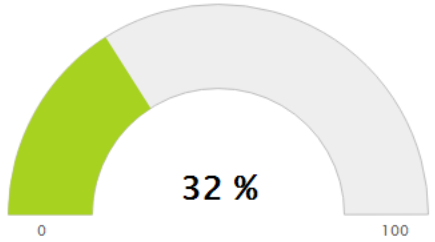
Pricing Opportunities

1

Pipeline



32 %

Customers Insights

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Insights

Insights
Performance
Products
Clipped

CRM

Settings

Create New

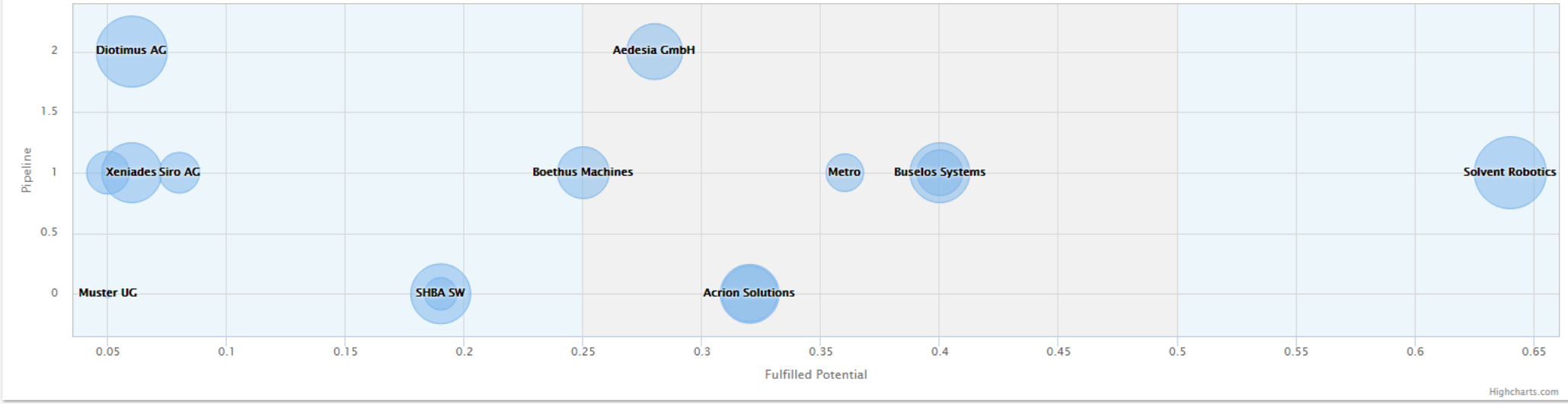
Help

Insights : Which customers have unfulfilled sales potential?

20 %
Weighted Average Fulfilled Potential

5 %
Minimum Fulfilled Potential

64 %
Maximum Fulfilled Potential



Sorted By: Fulfilled Potential

Nabay

Total Sales	258 448.53 €
Margin	83 %
Price consistency	Normal
Churn Risk	Some Risk
Fulfilled Potential	5 %

Next Activity
Jun 13th 2017
Offer AU34

KP

Total Sales	0.00 €

Next Activity
Jun 13th 2017

Order Customers Based On Cross-Selling Potential

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Insights
CRM
Settings

Create New
Help

← Xeniades

183 652.12 € Total	36 116.22 € Q1	101 010.70 € Q2	36 461.95 € Q3	10 063.25 € Q4	-34 % Change

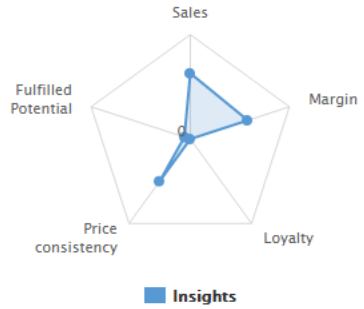
Customer | Add Plan

559 329.48 €
Sales Volume in €

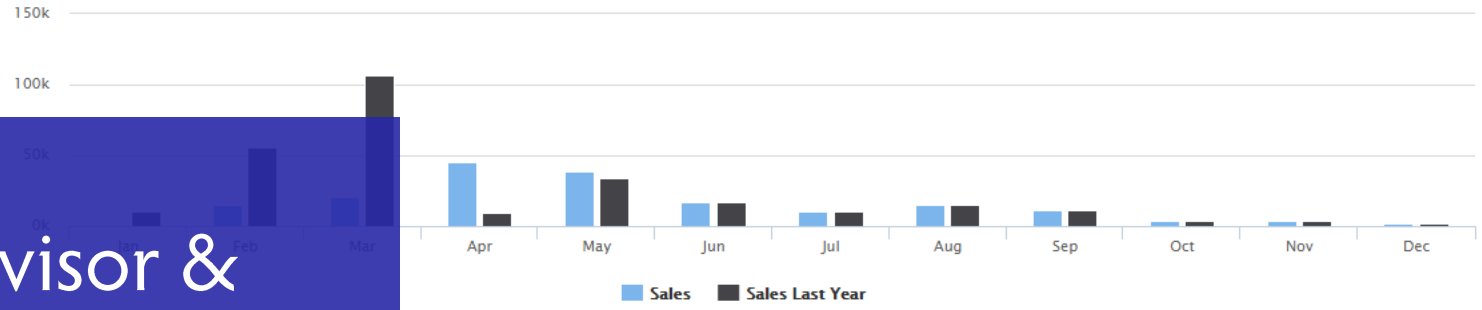
431 604.41 €
Margin in €

April
Strongest Month

January
Weakest Month



Total	559 329.48 €
Margin	77 %
Price consistency	Normal
Churn Risk	High
Fulfilled Potential	6 %



	20 653.42	45 494.15	38 878.44	16 638.11	10 108.22	15 194.15	11 159.57	4 025.30	4 025.30	2 012.65
Margin	16 522.73	36 395.32	30 637.17	13 310.49	8 086.58	12 155.32	8 927.66	3 220.24	3 220.24	1 610.12

Qymatix AI Advisor

There are signals pointing to the risk of losing this customer. Are you active enough? You do not seem to be selling here all you could.

You can consider one of these products? - 512081 - 604283 - 512141

279.68 (123.51)
Sales Growth QTD (Total)

282.63 (121.78)
Margin Growth QTD (Total)

1 (0.8)
Pipeline (AVG)

3 (2.7)
Activities (AVG)

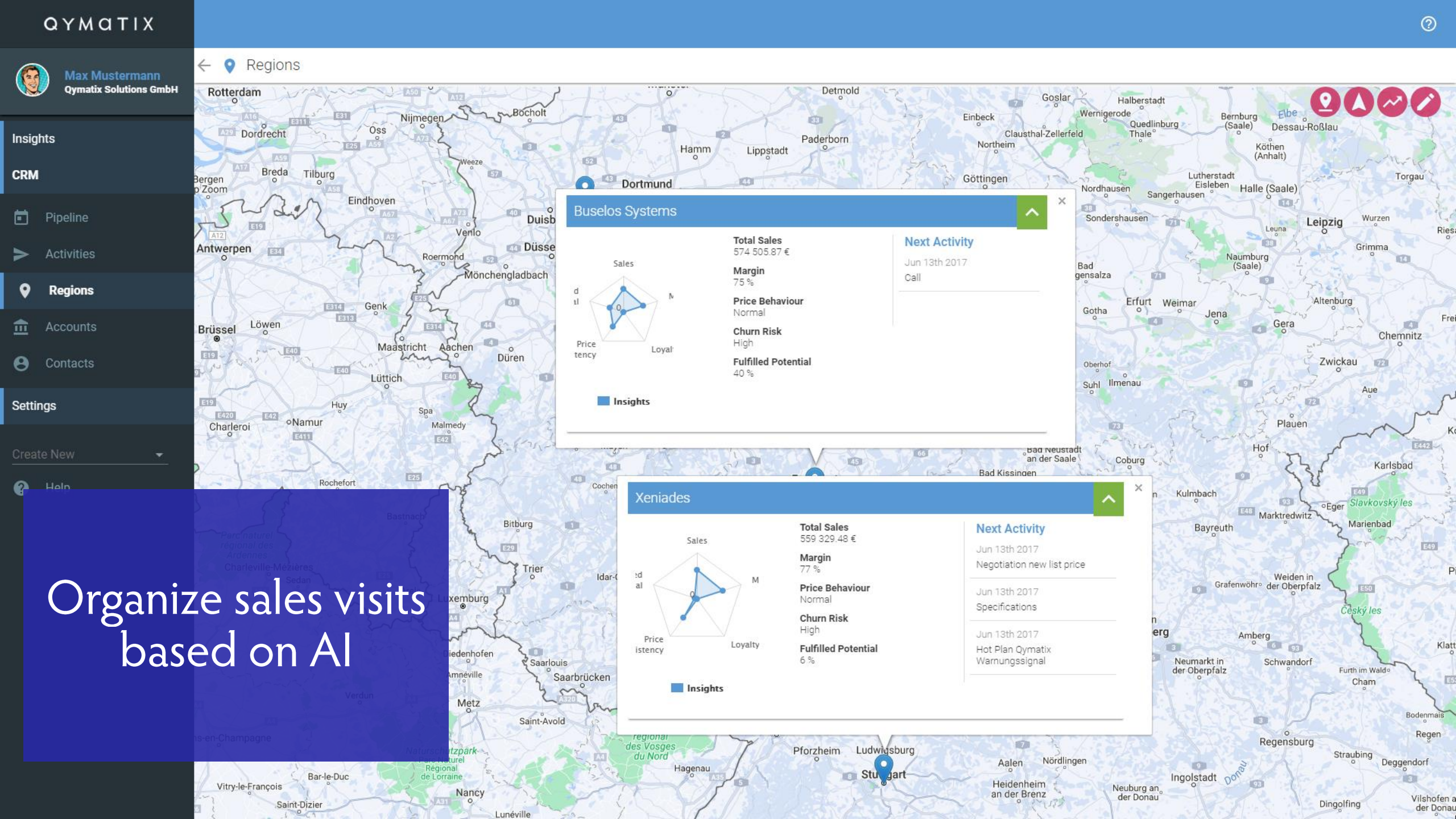
Year 2017

Year 2017

Products by Sales

Products by Margin

AI advisor & Detailed view of your customer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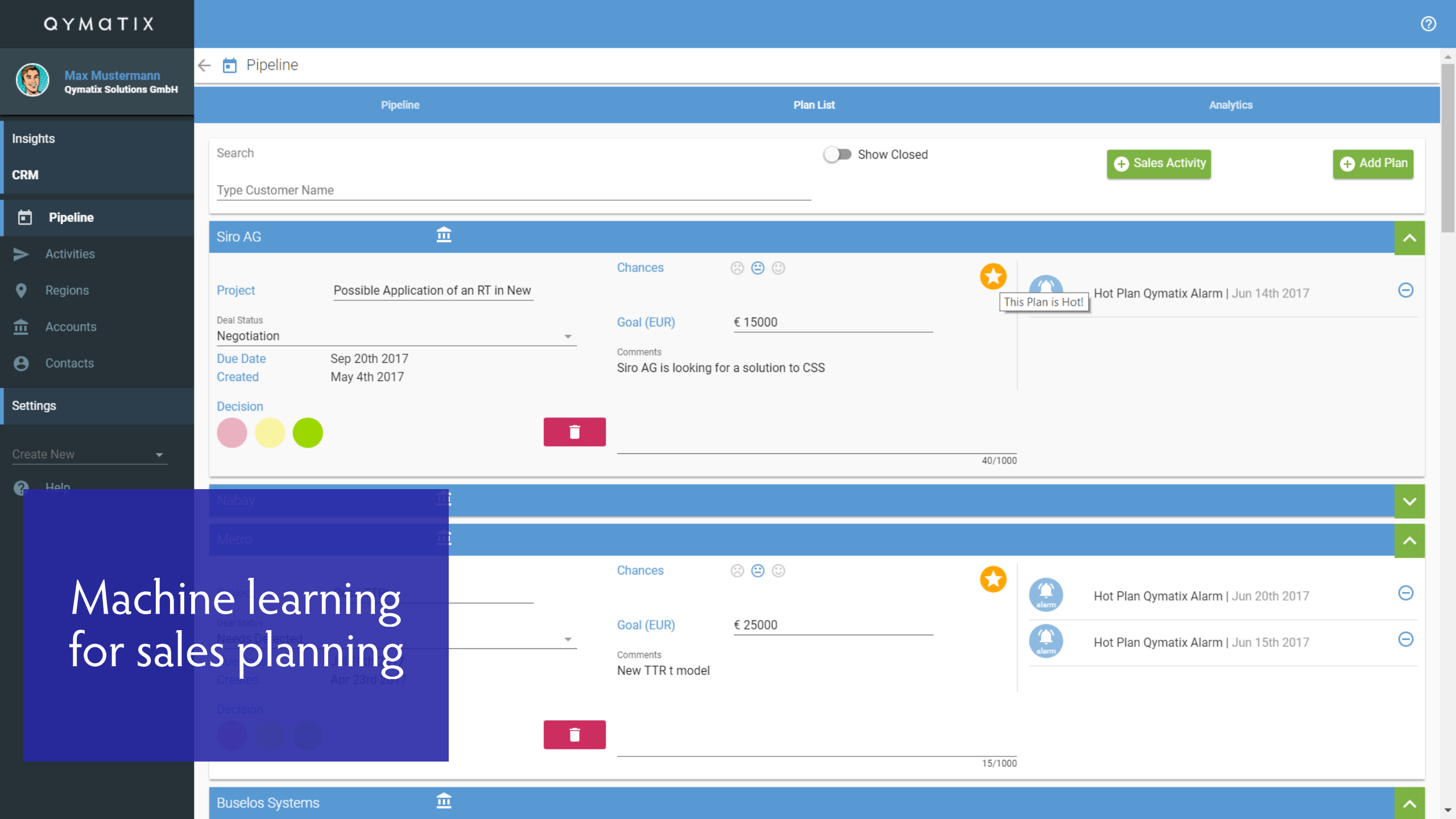
Insights
CRM
Pipeline
Activities
Regions
Accounts
Contacts
Settings
Create New
Help
Regions
Buselos Systems
Total Sales
574 505.87 €
Margin
75 %
Price Behaviour
Normal
Churn Risk
High
Fulfilled Potential
40 %
Next Activity
Jun 13th 2017
Call
Sales
Loyal
Price
tency
Insights
Xeniades
Total Sales
559 329.48 €
Margin
77 %
Price Behaviour
Normal
Churn Risk
High
Fulfilled Potential
6 %
Next Activity
Jun 13th 2017
Negotiation new list price
Jun 13th 2017
Specifications
Jun 13th 2017
Hot Plan Qymatix
Warnungssignal
Sales
M
Loyalty
Price
istency
Insights
Organize sales visits based on AI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Insights
CRM
Pipeline
Activities
Regions
Accounts
Contacts
Settings
Create New
Help
Pipeline
Pipeline
Plan List
Analytics
Search
Show Closed
Sales Activity
Add Plan
Type Customer Name
Siro AG
Chances
Project
Possible Application of an RT in New
Deal Status
Negotiation
Goal (EUR)
€ 15000
Due Date
Sep 20th 2017
Created
May 4th 2017
Comments
Siro AG is looking for a solution to CSS
This Plan is Hot!
Hot Plan Qymatix Alarm | Jun 14th 2017
Decision
40/1000
Nabay
Metro
Chances
Goal (EUR)
€ 25000
Comments
New TTR t model
Hot Plan Qymatix Alarm | Jun 20th 2017
Hot Plan Qymatix Alarm | Jun 15th 2017
Decision
15/1000
Buselos Systems
Machine learning
for sales planning

PA for Sales Planning

QYMATIX

Ready Package

1 Kick-off Webinar

2 Data Ready Package

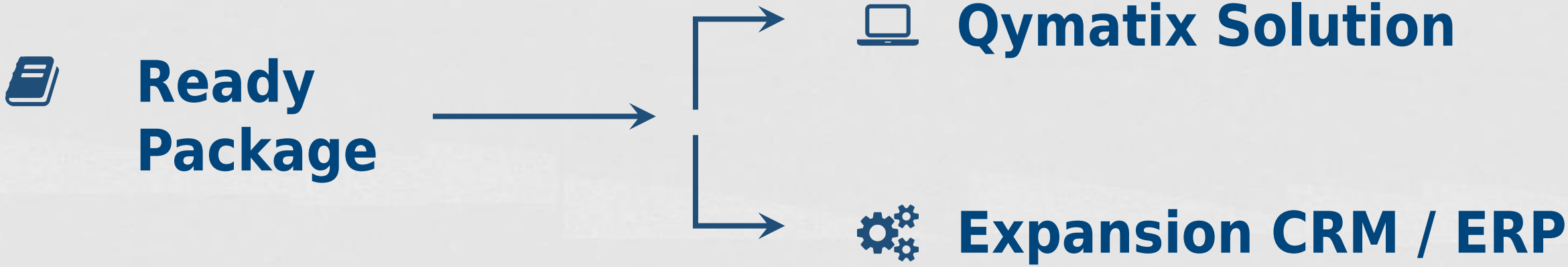
3 Data Learning

4 Assessment & ROI Calculation

5 Results Analysis, Best Practices & Presentation

You are ready to use Predictive Analytics!

Your Benefits

- You identify hot sales opportunities and accelerate sales
- You select the appropriate planning and forecasting concepts for your team
- You expand your methodological competence for the individual use of Predictive Sales Analytics in your company
- Your data is ready for the sales analysis of the new generation
- You create competitive advantages through higher sales efficiencies

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