PROPHESEE
AI powered sales analytics

ABOUT PROPHESEE

Prophesee™ automates sales analytics, presenting executives with insights and scenario outcomes that help them make better, more informed decisions, faster

WHAT WE OFFER

Data Confidence

Improve the confidence business leaders have in their data with technology that identifies & removes bias. This increased forecast accuracy helps reps to deliver their targets

Decisions Causality

'Connecting the data dots' is the basis to understand decision context & causality. These automations give executives greater insight into how decisions affect business outcomes

Contextual Insights

Applying ML to clean, connected data, gives models that provide automated analysis & insights on the customer. Forecasting, churn, buying cycles are just a sample of what 3RDi offers

Better Sales

Better data, better insights, better decisions, more time selling all add up to one thing – better sales. Prophesee can help sales organisations increase sales by up to 10%

Prophesee is the best thing since sliced bread. It offers a solution to a problem being faced by businesses today by automating sales analytics for insights on forecasting, churn etc. – activities that are often time consuming, with results that are often wrong!

- David Hunter, Head of Automation @ Sweco

Interested in a demo or trial?

Find us at:

🌐 https://www.3rdi.ai

✉ hello@3rdi.ai

Microsoft
Partner

PROPHESEE
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PLAN. TRACK. DELIVER.

Transform the way you do business. Empower your sales teams with the information they need, when they need it, to help them close deals. Plan, track, and deliver to grow your business with confidence.

KEY USE CASES

PLANNING

Understand where you are based on your target and a projection of what you are likely to hit based on the data. This can filter to the potential commission, remedial pipeline actions etc.

EFFORT

Cross reference the effort needed to sell to a customer, are things getting easier or harder? How will this affect the likelihood to convert opportunities?

CHURN

What are the key early warnings that a customer is about to churn. How does this affect the opportunities in the pipeline and what can be done to address the situation?
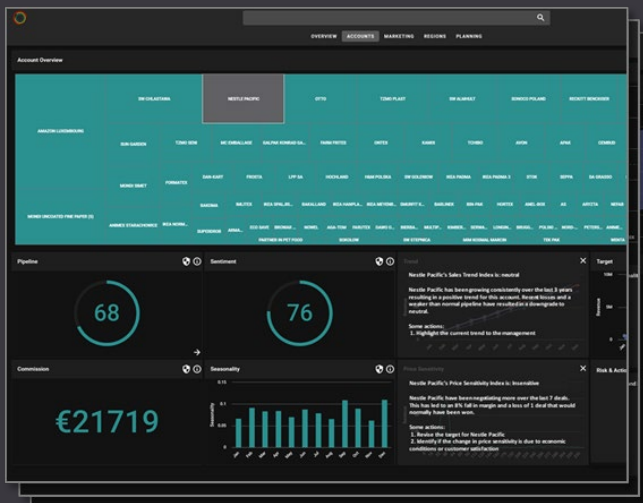
PRODUCT

What is the customer buying from the competition vs. from you? How much of the forecast per product has been consumed and where should you focus your energy?

TRENDS

Are there any trends in buying behaviour that can explain customer spend? When should you be ready to sell & when should you walk away? Are picking up the buying signs?

Prophesee analyses each account across multiple attributes such as churn, seasonality, price sensitivity, margin to give users a true customer 360.

The customer model is then applied on every opportunity in the pipeline to help and guide reps to sell better.

Prophesee is a SaaS solution powered by the Microsoft Azure technology stack and integrates seamlessly into CRMs such as Dynamics365, SAP, SFDC etc.

Microsoft Partner