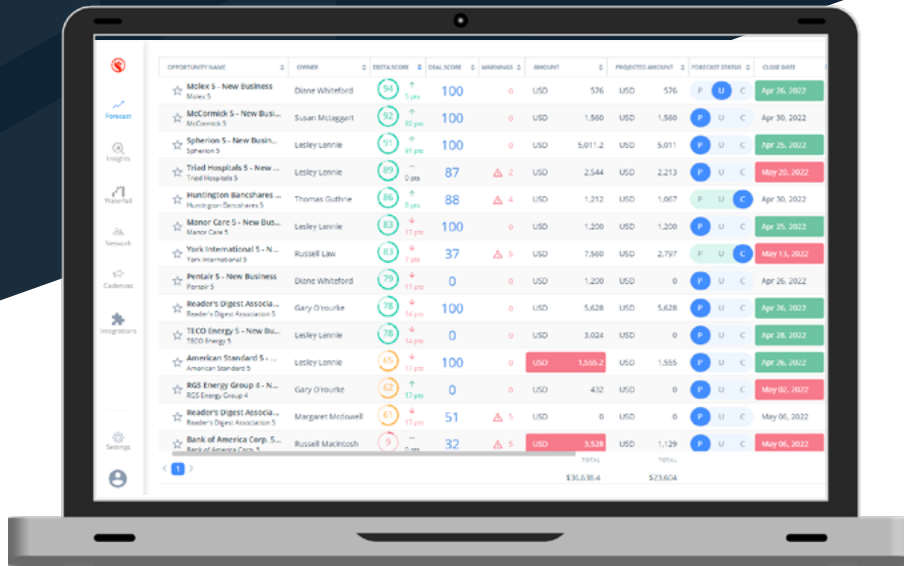


UNDERSTAND THE TRUE LIKELIHOOD OF A DEAL CLOSING

Real-time deal scoring highlights the health of every opportunity in your pipeline and provides a score from 0-100 to show the genuine likelihood of it closing. This visibility gives you the insight you need to make data-driven forecasts that you have confidence in.



See how likely a deal is to close

Leverage forecasting insights to predict the deals truly likely to close.



Instant insight into every deal

Understand the health of every deal, allowing you to identify risk early and be proactive to reduce it.



Predictive forecasts

Deal Score gives you a tangible way to make forecast calls based on data, rather than a 'gut-feeling'.

How is it calculated?

Deal Score is a metric that looks at a number of factors within the context of previous deals to give a score from 0-100. It is updated in real-time based upon the evolving nature of your sales benchmarks.



DEAL STAGE

Is the deal closing soon, or is it early in stage?



CLOSE DATE

Has the close date changed? Has it remained the same? Has it been brought forward or pushed back?



RELATIONSHIPS

How many relationships are you working? Are enough being engaged to ensure success? How well engaged are the key decision makers?



NEXT ACTION DATE

Is a meeting or call booked? How soon is the next meet, or is it still a while away?



RELATIONSHIP SCORE

Is the account/opportunity well engaged? What about the decision makers, have they engaged recently?



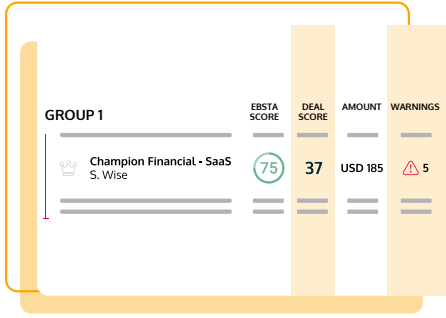
RELATIONSHIP SCORE TRENDS

How are your relationships trending? Are they trending up this week? Are they trending down this month?



AGE OF OPPORTUNITY

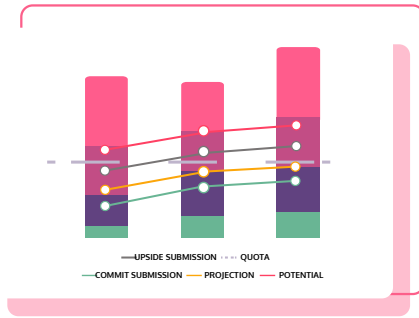
How long has the opportunity been in your pipeline? How does it compare to similar closed deals?



Deal Score

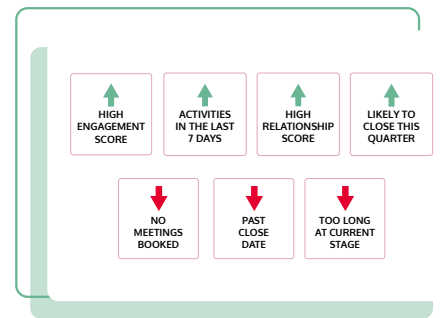
Deal Score gives you instant insight into the health of every deal within your pipeline.

Helps you make data-driven forecasts that increase accuracy.



Projected Revenue

Projected Revenue provides a predictive forecast. This leverages Deal Score to identify the opportunities likely to close, and then provides a revenue prediction based on this.



Actionable Insights

Ebsta's benchmarks historical performance helping to identify the Positive and Negative factors affecting every deal - including relationships, engagement, stage, age and opportunity trends.

How Copado increased revenue by 24% with Ebsta.

24%
INCREASE IN REVENUE

61%
OF OPPORTUNITIES IDENTIFIED AT RISK

5%
INCREASE IN WIN RATE



Ebsta has helped us improve our sales forecasting and pipeline management by giving us real-time visibility into what's really going on. By monitoring engagement, we're now able to focus on closing deals faster and working on the very best opportunities

Ted Elliott,
CEO



Trusted by 750+ customers



Get a demo