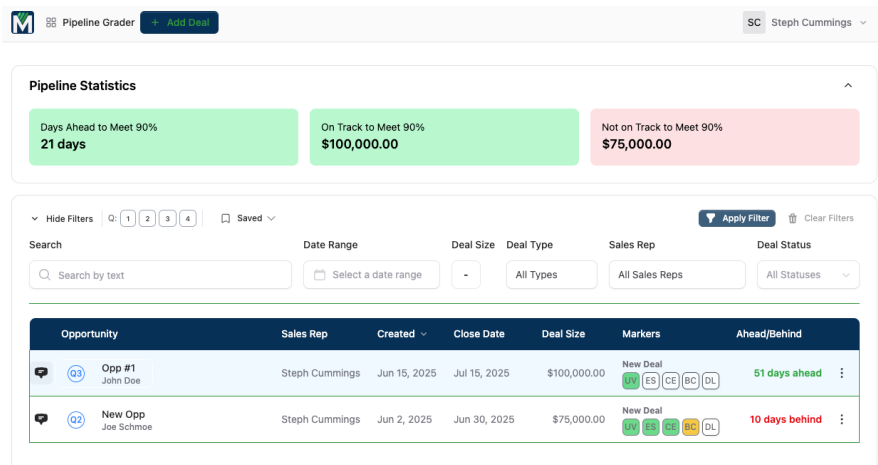


In enterprise SaaS sales, the difference between winning and waiting lies in how fast you detect organizational shifts. **Pipeline Grader** is the AI-powered detection system that interprets buying behavior, exposes hidden risk, and equips your team to act with precision. Built on over 80 man-years of enterprise software sales hindsight, Pipeline Grader applies proven techniques to help high-growth SaaS companies navigate deals with confidence and clarity.



Enterprise Results

- **90%** accuracy in bottom-of-pipe forecasting
- **50%** workload reduction in middle-of-pipe management
- **20%** pricing improvement for enterprise software

How It Works

- **Behavioral Scoring** — Pattern-based indicators reveal real buyer conviction and urgency.
- **AI Coaching** — Context-aware guidance drawn from decades of deal intelligence.
- **Structured Forecasts** — Logic-driven predictions leaders can defend.
- **Price-Proof Positioning** — Anchor every pursuit to a business case that resists discount pressure.

Features & Add-ons

- **Sales Performance Ratings System (SPRS)** — Objective, behavior-based scoring of sales performance.
- **HubSpot Integration** — Seamlessly embeds intelligence into your existing CRM workflows.

Why It Matters

Pipeline Grader gives SaaS leadership teams a clear, data-backed view of pipeline health — enabling smarter resource allocation, faster consensus building, and higher-quality wins.