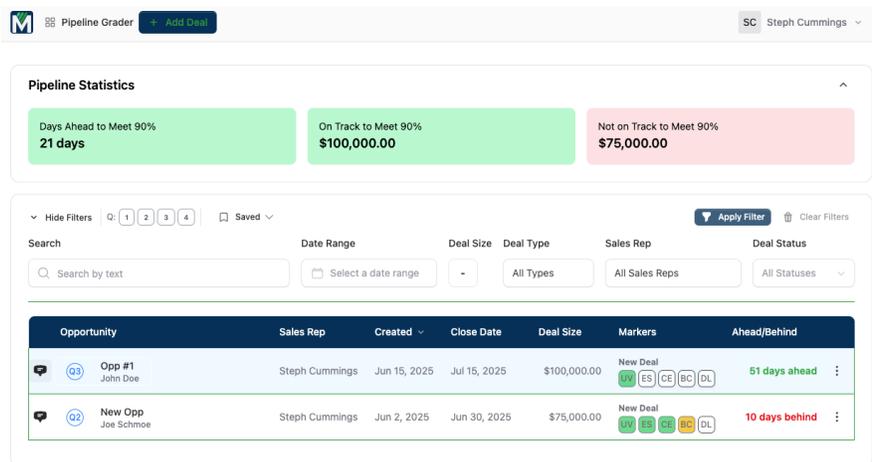


In enterprise SaaS sales, the difference between winning and waiting lies in how fast you detect organizational shifts.

**Pipeline Grader** is the agentic AI-powered detection system that interprets buying behavior, exposes hidden risk, and proactively guides teams toward the highest-impact actions. 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** — Continuously adapts guidance based on live deal signals, recommending next steps as buyer behavior shifts.
- **Structured Forecasts** — Logic-driven predictions leaders can defend as deals evolve.
- **Price-Proof Positioning** — Anchor every pursuit to a business case that resists discount pressure.

Together, these capabilities allow Pipeline Grader to monitor, reason, and guide execution across the lifecycle of a deal.

### 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 consistent execution against the right opportunities.

**Win smarter • Forecast with certainty • Grow predictably**