

Using Company Surge[®] with Next Quarter

NextQuarter
formerly ForecastEra

What does Next Quarter do?

Next Quarter is a revenue intelligence platform native to Salesforce that improves sales productivity. Next Quarter simplifies the overall sales process using AI to predict which products and services to sell, when to sell them, and to whom.

How does Next Quarter use Intent data?

1. Next Quarter's product recommendation AI analyzes historical sales trends for similar accounts along with Bombora Company Surge[®] Intent to surface upsell and cross-sell recommendations.
2. Create a pre-defined playbook of guided actions to convert product recommendations into sales opportunities.
3. Identify and prioritize accounts actively looking for and evaluating solutions before the competition does.

What are the benefits?



Sales reps get a line of sight into what products are most likely to sell based on Next Quarter's proprietary AI-scoring engine combined with Intent data



Easily identify upsell and cross-sell opportunities within your accounts without ever leaving your Salesforce CRM



Perform scenario analysis of how "next best product" recommendations change based on similar customer groupings



Beat competition by engaging with prospects earlier in the buying process and to reduce churn risk



Have higher quality conversations knowing exactly what your customer or prospect are looking for

For more information, please visit bombora.com or nextq.ai

bombora[®]

© 2023 Bombora www.bombora.com @bomboradata