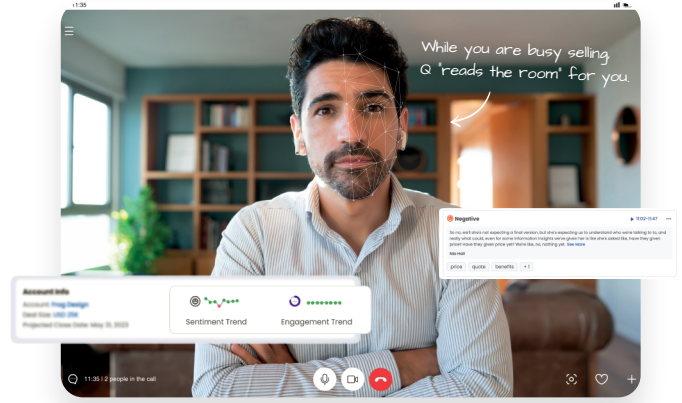


# Missing The Cues?

With less time to influence buying decisions, every missed cue can mean lost revenue. Level the virtual playing field and accelerate deal execution with real-time guidance and post meeting insights that identify what matters most to buyers based on their reactions, sentiment and engagement.



## Guide

Give your reps an AI assistant that "reads the room" with them on every meeting.



## Enable

Accelerate deal execution by identifying buyer needs and winnable deals faster.



## Collaborate

Streamline deal collaboration with internal and external teams by reducing friction.



## Coach

Identify what works and coach to real situations at scale. Understand how EQ influences outcomes.

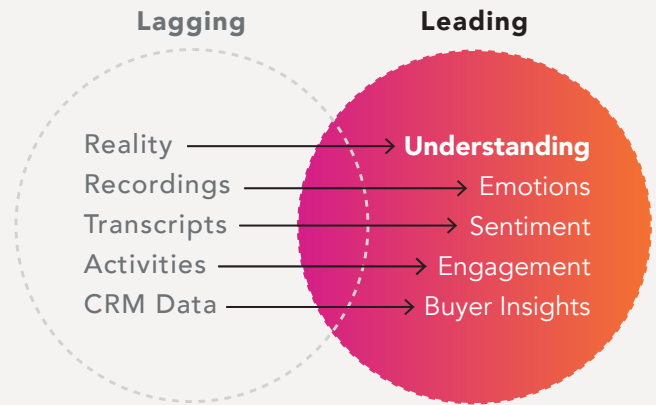
### CONVERSATIONAL INTELLIGENCE 2.0

## Shift From Lagging Indicators To Leading Insights

Emotions trigger actions. By providing understanding into buyer emotions, CI 2.0 gives revenue teams an edge in turbulent markets. It helps reps read the room, identify customer concerns, validate a buyer's sentiment towards their offers, and close deals more effectively.

### Human-Level Understanding:

- **Voice:** Capture every voice in the conversation
- **Tone:** Analyze the emotion behind what is said.
- **Visual:** Identify non-verbal cues and reactions.
- **Content:** Understand what resonates with buyers.



### ENTERPRISE-GRADE SECURITY & COMPLIANCE

## Built On A Foundation of Trust.

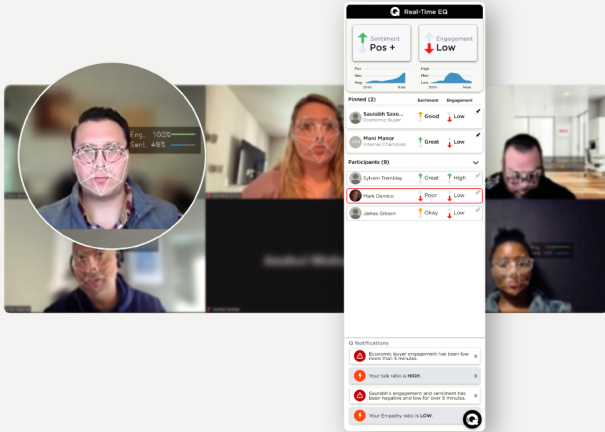
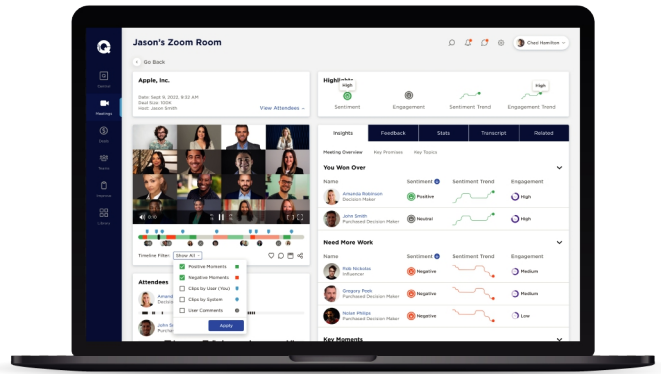
Conversations are your company's greatest asset and we believe that your data is your data. Each instance of Q for Sales is maintained separately and secured based on industry-leading standards including SOC 2 Type II and GDPR compliance.



SOLUTION OVERVIEW

# Actionable Insights To Meet Buyers Where They Are

Q gives revenue teams next-level sales intelligence. By analyzing the visual, verbal, and tonal cues within the context of the conversation and deal stage, Q is able to understand and surface actionable insights to improve deal execution and revenue performance.

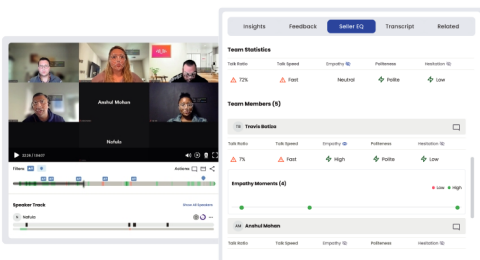


Q REAL-TIME

## Get A Read On Your Buyers

With Q Real-Time our AI surfaces the cues often missed when presenting over video. Reps get micro-coaching and unobtrusive prompts in real-time when presenting based on the sentiment and engagement levels of each participant in the meeting.

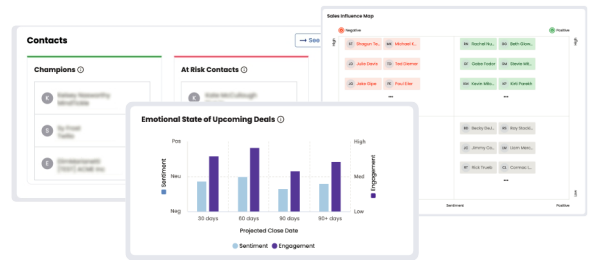
Available Everywhere Your Team Meets:



MEETING INSIGHTS

## Capture What Matters Most

Q for Sales Meeting Insights surface the Key Moments automatically so your reps are spending time selling rather than reviewing calls. Q also helps streamline collaboration across account teams by quickly and safely sharing meeting clips and customer reactions with partners and peers.



DEAL INSIGHTS

## Accelerate Winnable Deals

Track deal health based on buyer engagement and sentiment in relation to your sales methodology such as MEDDIC or MEDDPIC. Deal Insights provide understanding into the entire buying group, while guiding your reps on the right conversation topics for each stage of your sales process.

IMPROVE + TEAM EQ

## Micro-Coaching To Improve Acumen and EQ

Relevant coaching and insights are displayed at an individual and team level to help reps and leaders zero in on coachable moments, and soft skills that could use improvement.

## Get Access to Q for Sales Before Your Competitor

Competitive advantages don't last forever. Schedule a demo online at [uniphore.com](https://uniphore.com)



Scan here to watch a short video about Q for Sales.