

Opine: The AI-First Operating System for Technical Presales

Automate and Orchestrate Your Technical Sales Process, Improving Velocity and Efficiency

Problem: Top SEs can have over 4x+ the productivity of the average SE within the same org (by revenue contribution).

Opine automated presales work, centralizes technical selling processes, and enforces technical sales best practices...

The screenshot displays the Opine dashboard for a DocuSign deal. The top navigation bar includes 'Opine', 'Workbench', 'Deals', 'Evaluations', 'Plan Templates', 'Document Templates', 'Playbook', and 'Criteria Library'. The main content area shows deal metrics: Deal Value (\$2M), Weighted Value (\$962K), Win Probability (46%), and Pilot Confidence (92%). It also displays 'Success Planning' (5/5) and 'Execution' (15/15). The 'Key Deal Details' section includes the deal owner (Austin Kelleher), create date (Jun 10, 2024), and close date (Sep 20, 2024). The 'Next step' is '2025-01-20 - Task created to prepare a business case for DocuSign following a technical win.' The 'Execution' sidebar lists success criteria and integrations: Salesforce, Slack, Zoom, Jira, Workshop #1, and Create evaluations. An 'Ask Opine!' chat window is overlaid, showing a list of recent tasks like 'Preparing Call Agenda for Eli Lilly' and 'Drafting Home Depot Follow-Up Email', along with a prompt to 'Evaluate deals for unforeseen risks'.



Integrates with your favorite tools

Opine improves conversion rates by up to 25% in the middle-of-funnel stages

- Enforce technical selling process and alert on necessary tasks/risks
- Enable SEs with evaluation plans, a library of winning success criteria, and technical playbooks
- Break down silos of tribal customer use case knowledge
- Monitor and measure process timelines granularly and continuously for deviation and improvement

Opine redirects up to 10 hours per week per SE with a contextualized technical selling AI

- Automate Business Case, Proposal, and Other Document Generation
- Automate record keeping and activity tracking
- Shorten/eliminate post-sales hand off meetings
- Shorten/eliminate internal status meetings
- Automate meeting prep
- Automate follow up emails



Where presales work, flows.

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