



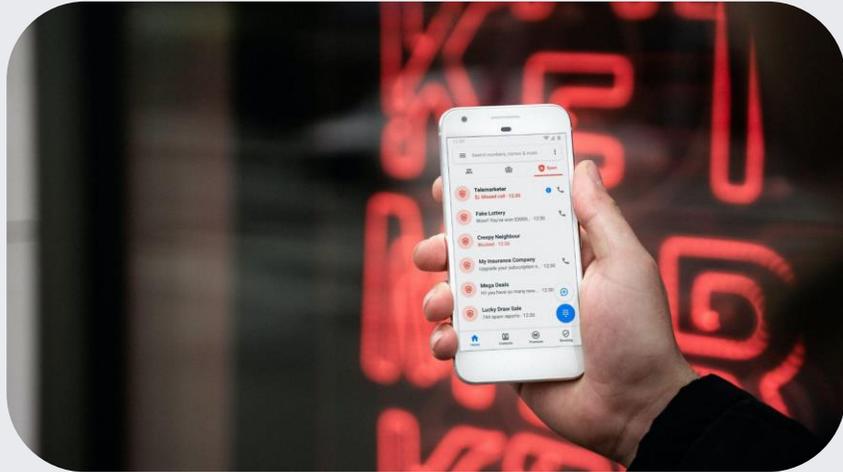
AI Guided Selling Software



What problem does Dealcode solve?



B2B sales faces a major problem: Declining marginal revenue



- Increasing automation in B2B sales
- Noise level is constantly rising
- Harder to get through to buyers



- Sellers address more leads \uparrow
- Pipeline grows \uparrow to achieve targets
- Knock-on effect on productivity \downarrow



As a result: B2B sales reps and management are flying blind



Thus, sales teams struggle in identifying most relevant deals



As a result



of sales activities are spent on deals that will never happen!



Dealcode brings focus back to sales



Dealcode allows you to focus on the most relevant deals



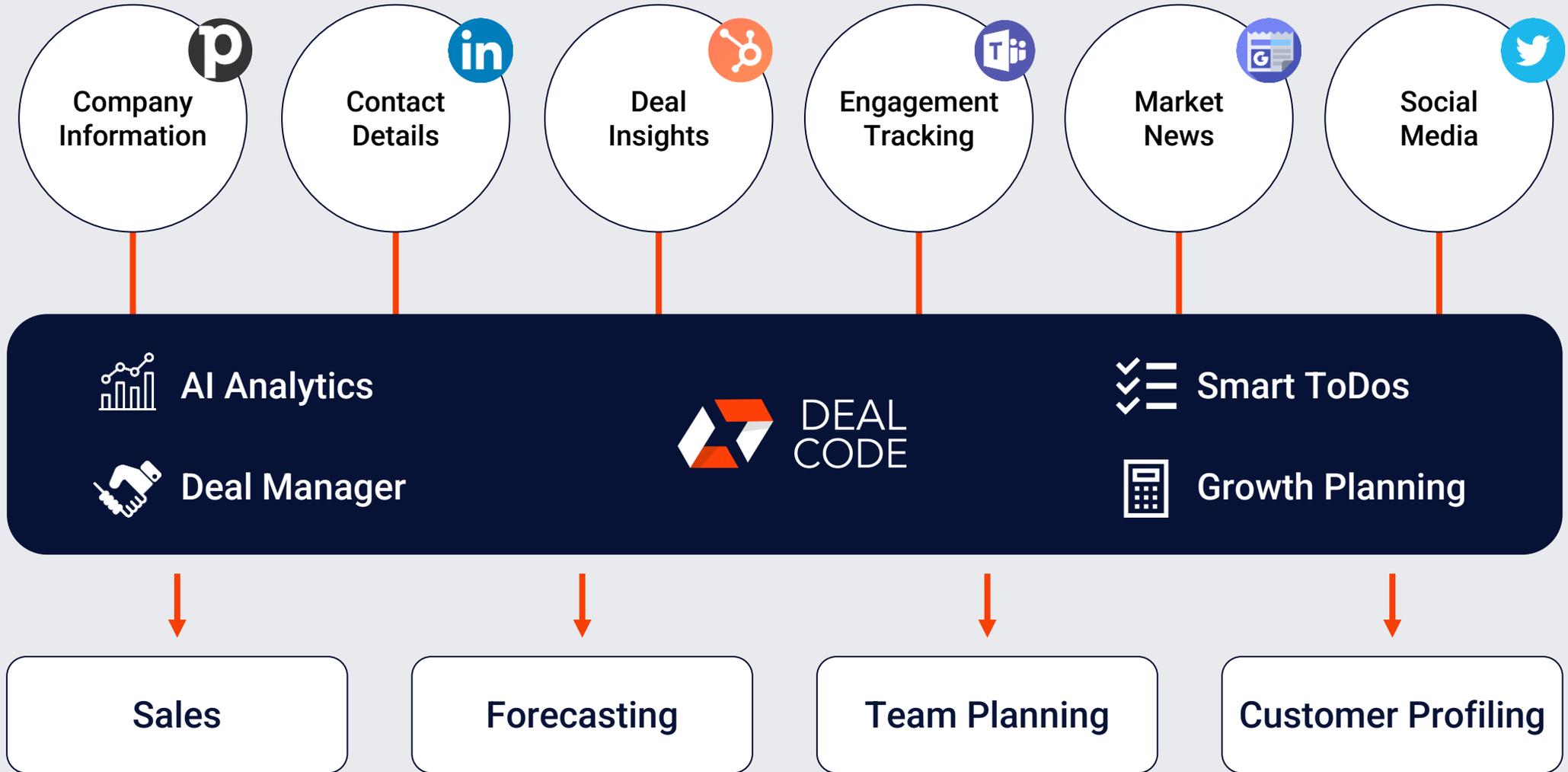
We analyze and combine 150 factors of the sales process:

- Engagement
- Dynamic
- Momentum
- Ideal Customer Profile
- Etc.

Result: Focus on the most most promising deals.

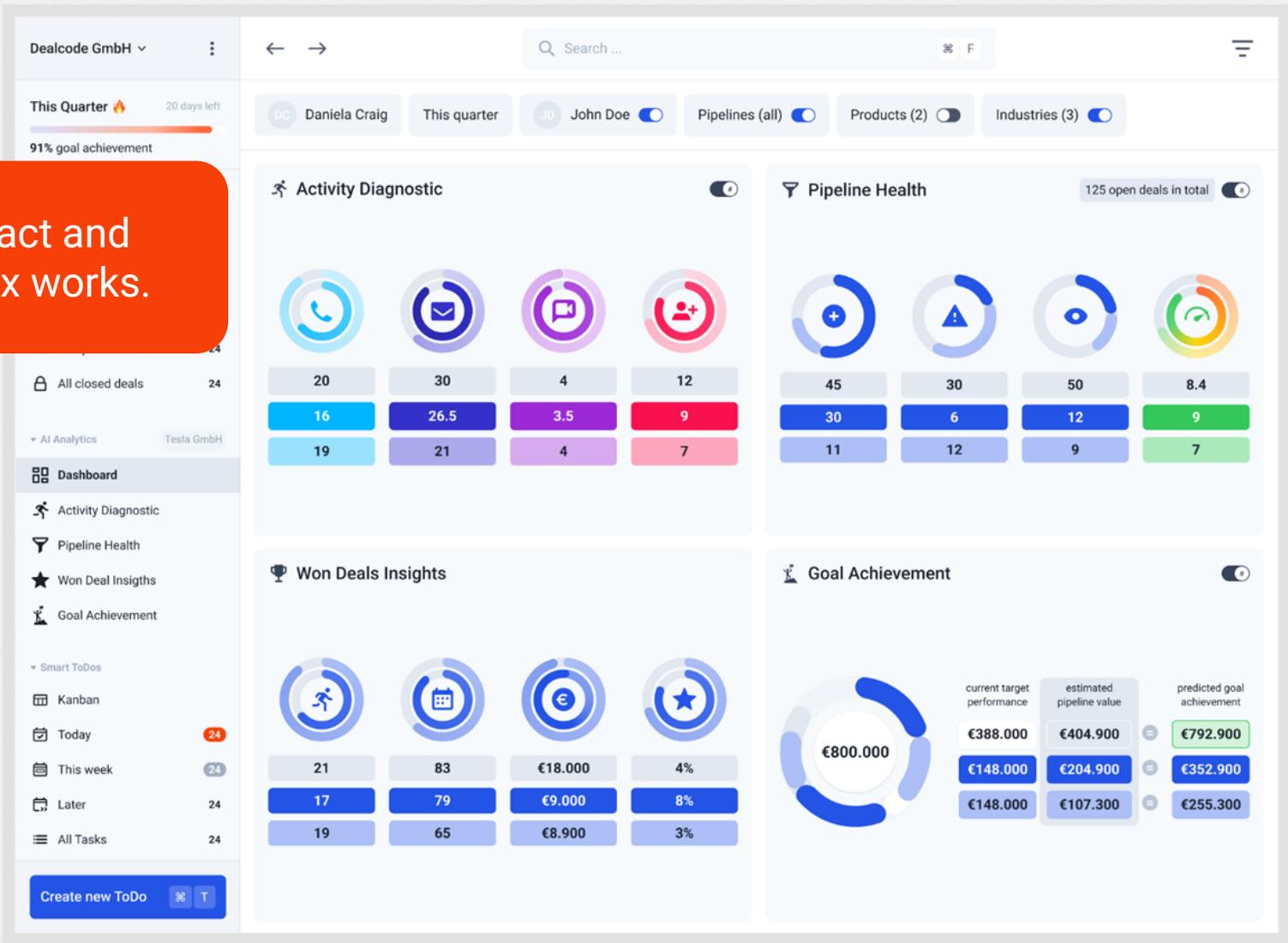


Dealcode works like an operating system for sales





What actions have impact and what kind of activity mix works.





Dealcode GmbH ▾

← →

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This Quarter 🔥 20 days left
91% goal achievement

Deal Manager Tesla GmbH

- Deals at risk 24
- Deals to watch 24
- New deals 24
- All open deals 24**
- All closed deals 24

AI Analytics Tesla GmbH

- Dashboard
- Activity Diagnostic
- Pipeline Health
- Won Deal Insights
- Goal Achievement

Smart ToDos

- Kanban
- Today 24
- This week 24
- Later 24
- All Tasks 24

Create new ToDo

All open deals

Deals open

84

Deal Title

- Unicorn Deal
Unicorn Inc.
- Giga Factory Deal
Quinc Inc.
- Alde Code
New Invest Corp.
- Jero Software
Jero Inc.
- Tesla Mega Deal
Tesla Inc.
- Palma Deal
Palma GmbH
- Pixel Deal
Tesla Inc.
- Music Streaming Deal
Notes GmbH
- Mega Deal
3squares

Unicorn Deal

Unicorn Inc.

Winning probability / Risk level: **91%** 1

Deal size: 1.331.000 €

Open since: 3234 days

Activity mix: 21 5 12 45 4

Contact person: EM Elon Musk

Assigned to: John Doe

Create new todo

Open 2 1

- Send new contract today
- Draft contract today
- Zoom Call tomorrow - 12:00

Closed 3 2

- Send contract yesterday - 16:00
- Call Fri, Mar 18 - 14:00
- Prepare for call Fri, Mar 18 - 12:00

News powered by

- Rhonus mauris non in enim tristique morbi dui fermentum. 5h ago
- Tellus tempor arcu lacus varius. A nisi et mi in congue consequat sit. 5h ago
- Sed purus viverra aliquet elementum amet eget. Volutpat egestas blandit. 5h ago

One single source of truth for ongoing deals.



AI-based laser focus on the most relevant deals and to-dos.

Dealcode GmbH

← → Search ... 36 F

This Quarter 20 days left
91% goal achievement

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Won Deal Insights
Goal Achievement

ToDos

- Kanban
- Today 24
- This week 24
- Later 24
- All Tasks 24

Create new ToDo

Good morning John Doe!

Create task

Today 2 **This week** 4

Send new contract today

- Unicorn Deal 30.000 EUR 91% 1

Draft contract today

- Unicorn Deal 30.000 EUR 91% 1

Offer discount today

- Mega Deal 45.000 EUR 71% 3

+ Add ToDo

Call Mr Musk Wed, Mar 23 +1d

- Tesla Mega Deal 20.000 EUR 71% 4

Follow up after product demo Thu, Mar 24 +2d

- Music Deal 30.000 EUR 53% 9

Call [offer discount] Thu, Mar 24 +2d

- Tesla Mega Deal 45.000 EUR 10% 7

Resend contract Fri, Mar 25 +3d

- Palma Deal 20.000 EUR 34% 3

+ Add ToDo

Unicorn Deal

Unicorn Inc.

Winning prob / Risk level: 91% 1

Deal size: 30.000 €

Activity mix: 21 5 12 45 4

Open since: 58 days

Contact person: Elon Musk

Create new todo

Open 2 1

- Send new contract today
- Draft contract today

Zoom Call tomorrow - 12:00

Closed 3 2

- Send contract yesterday - 16:00
- Call Fri, Mar 18 - 14:00

Now let's bring focus back to sales, cause...





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